



FIG. 1A

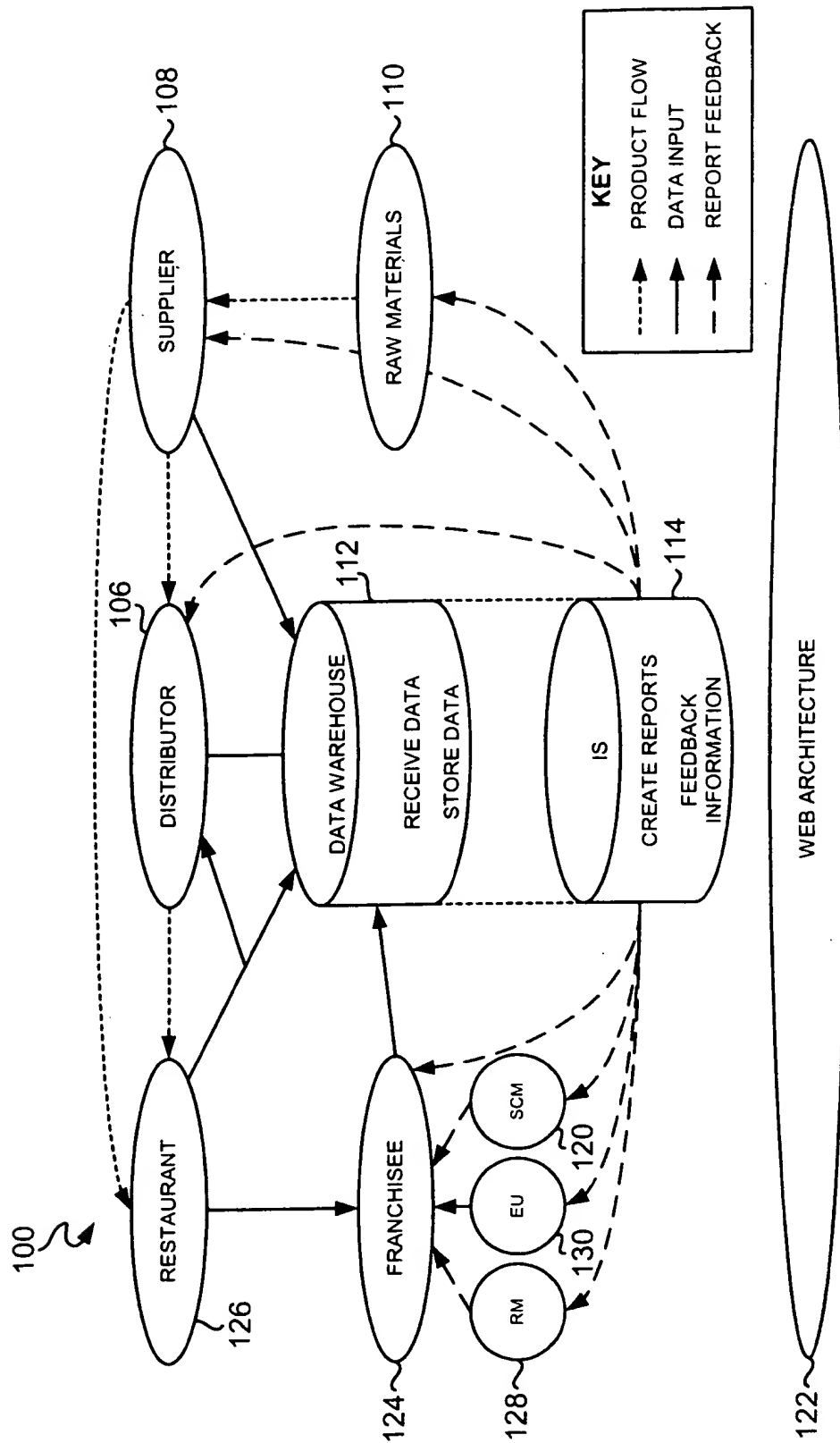


FIG. 1B

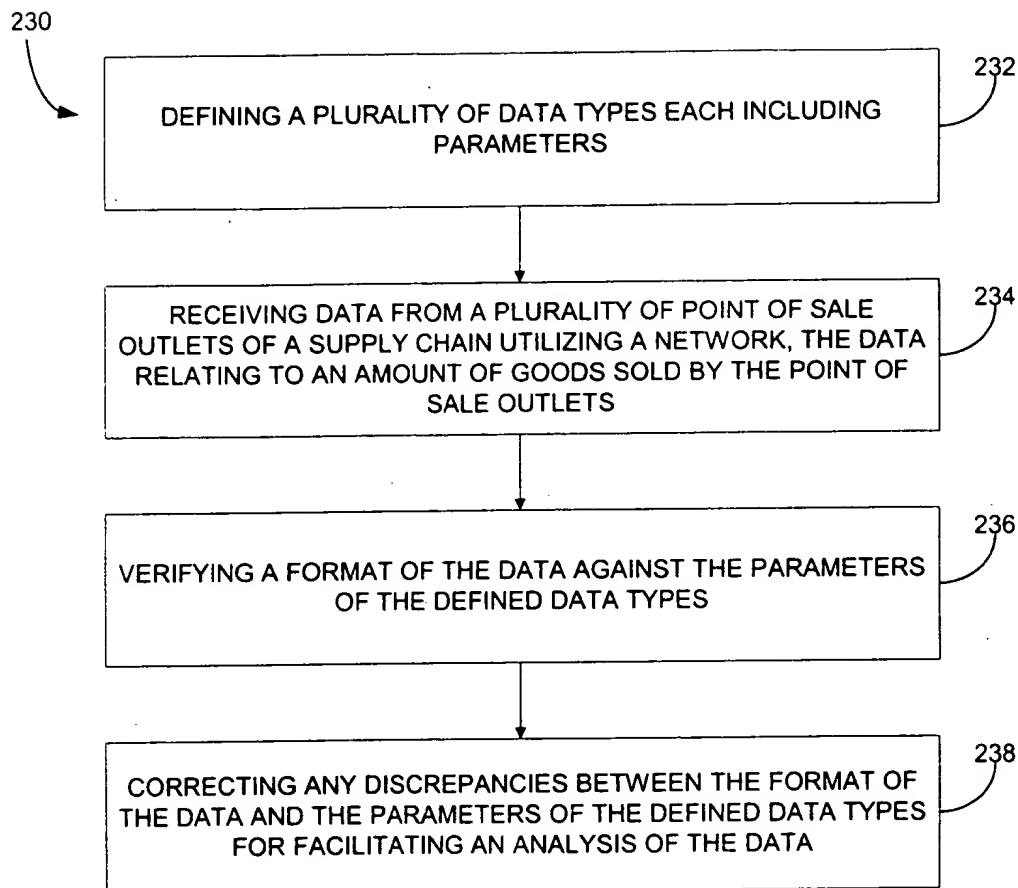


FIG. 2

09816454-060601

109090"454.060601

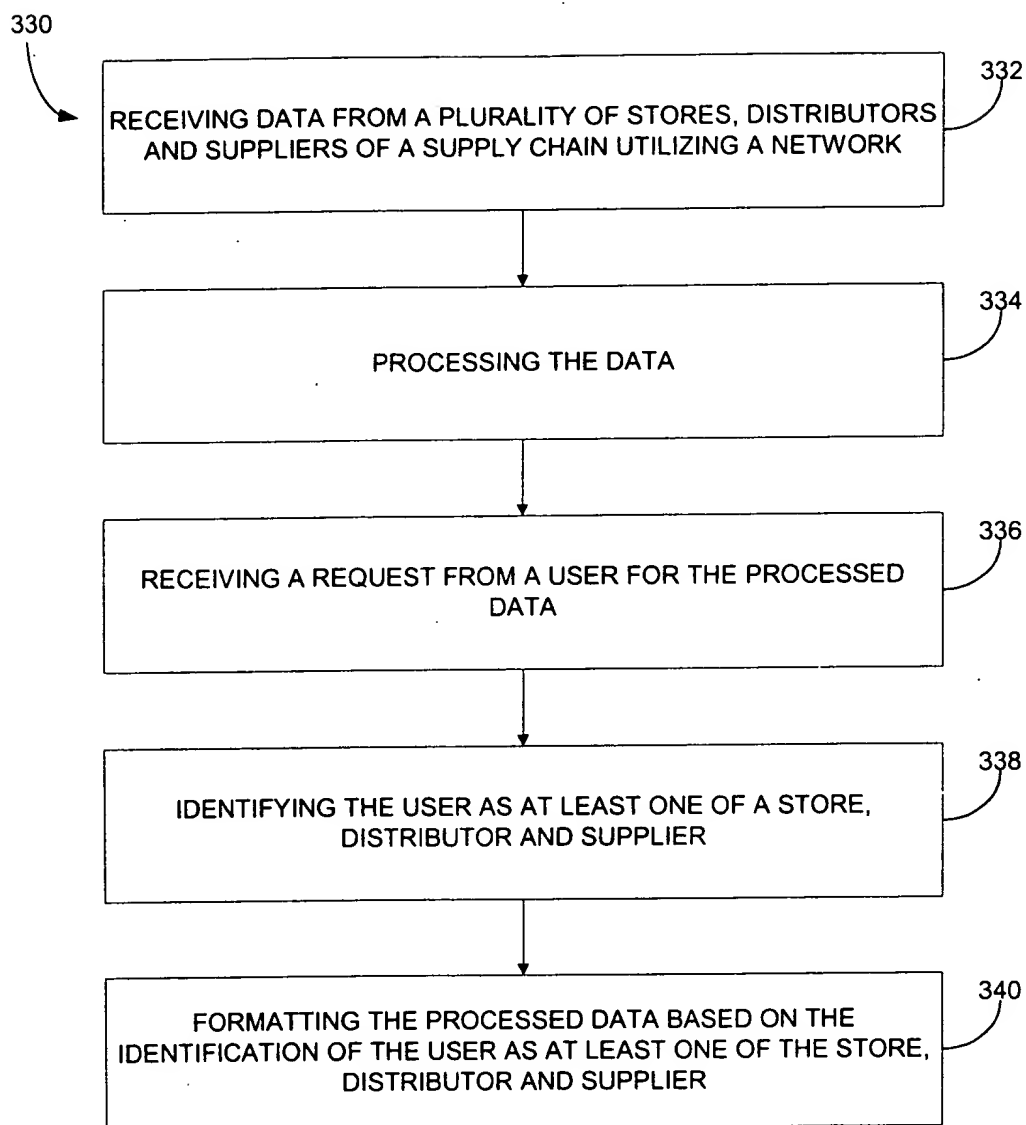


FIG. 3

0916454-060601

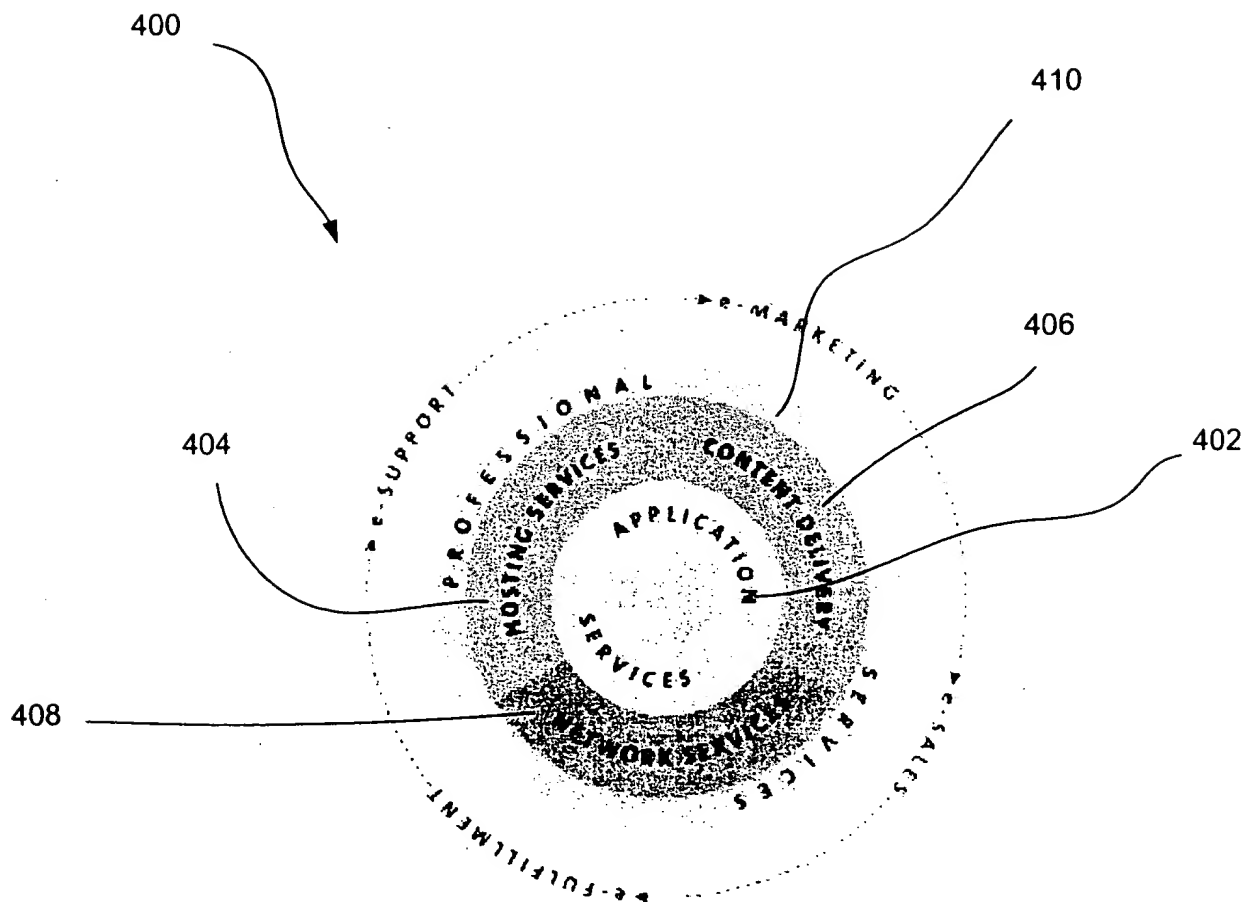


Fig. 4

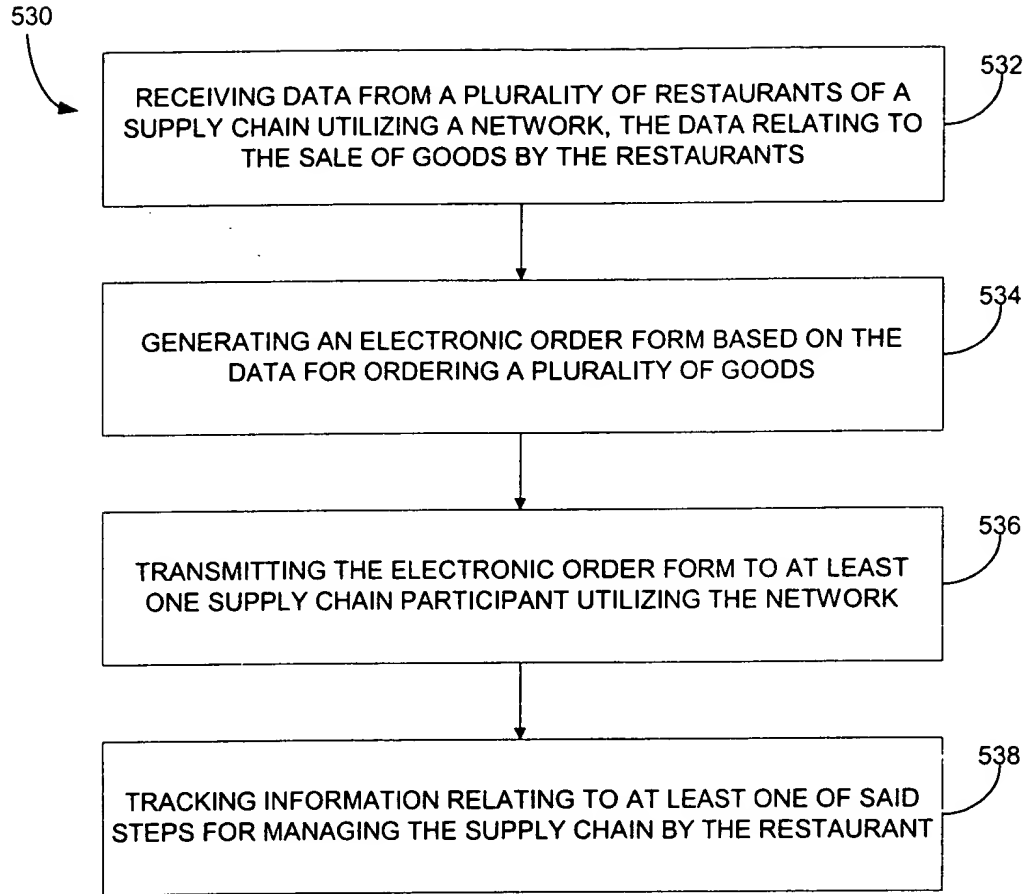


FIG. 5

09816454-060601

09815454-060601

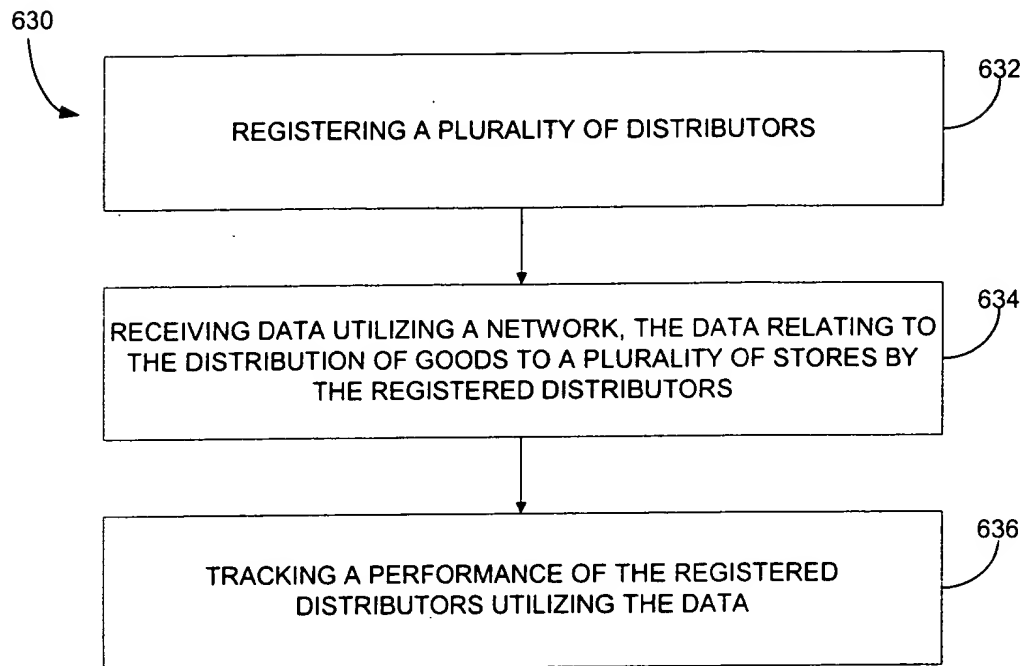


FIG. 6

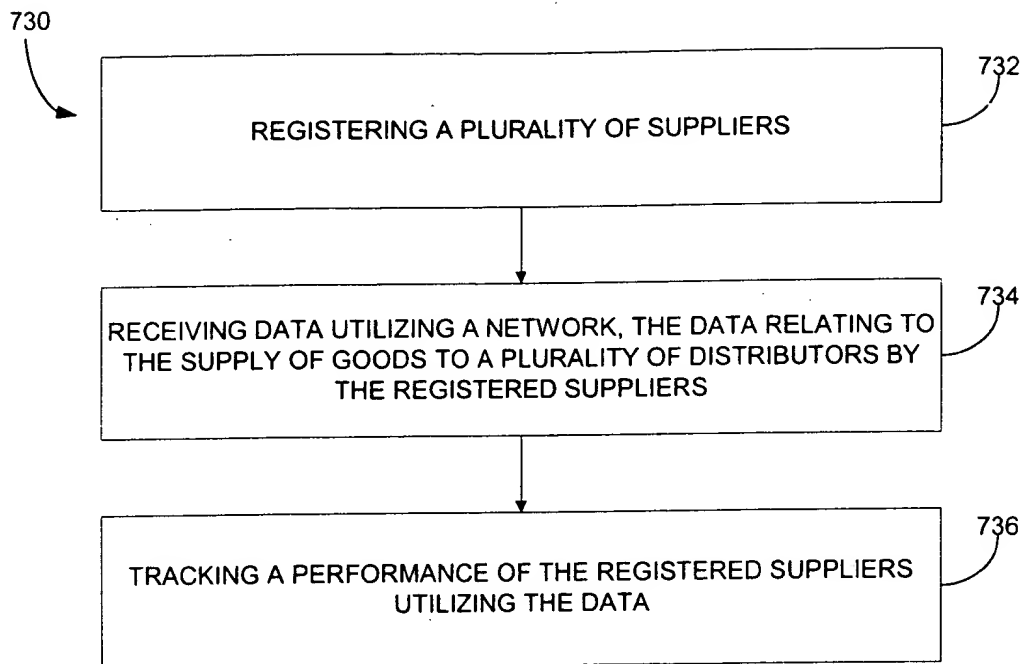


FIG. 7

09816454-060601

09316454-060601

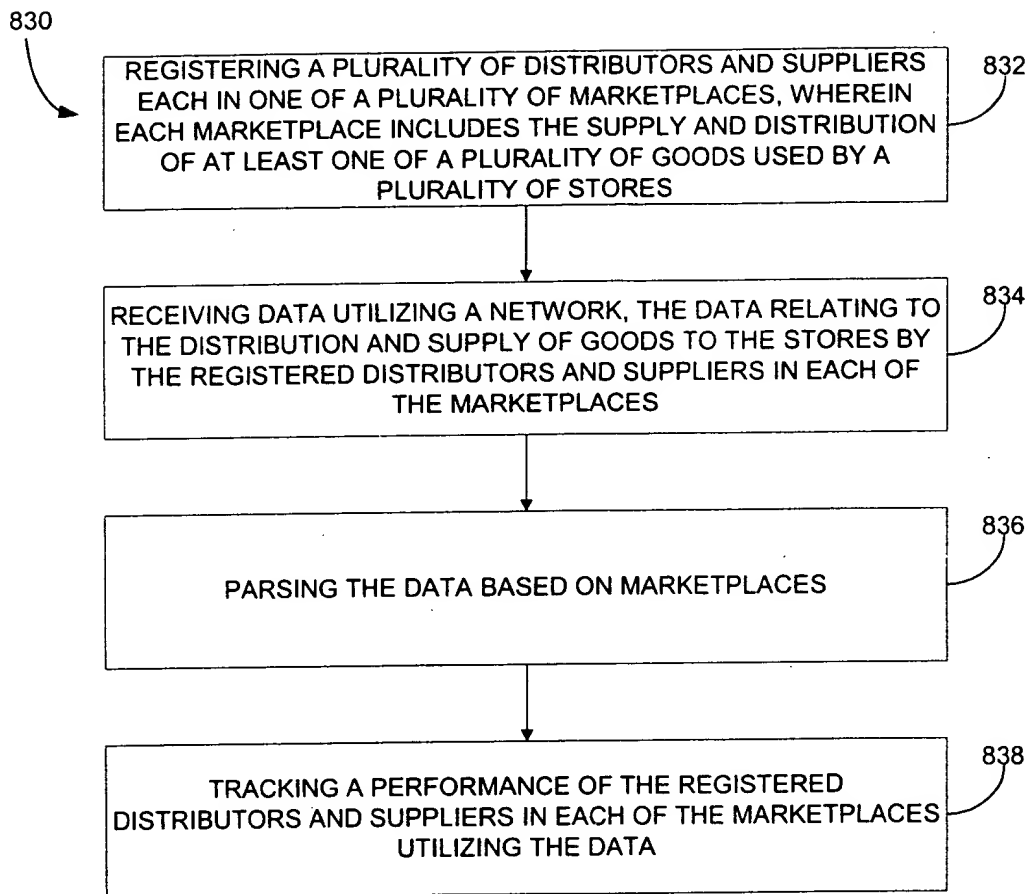


FIG. 8

09816454-060601

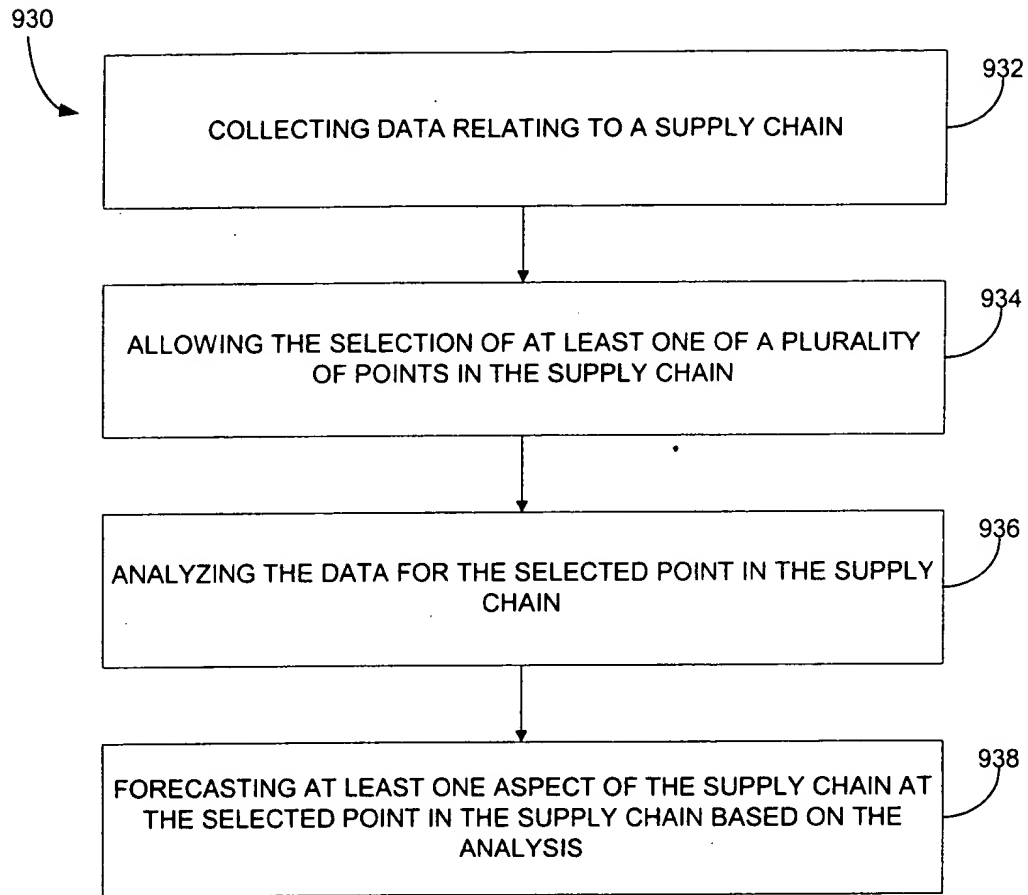


FIG. 9

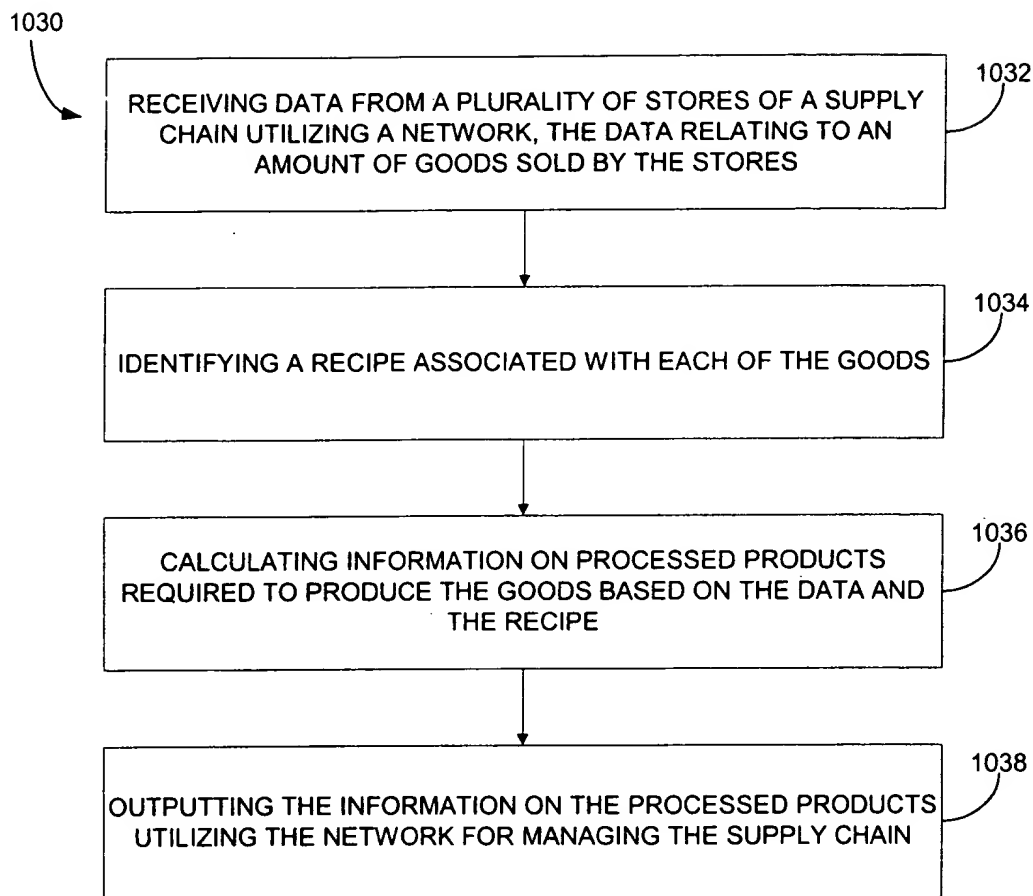


FIG. 10

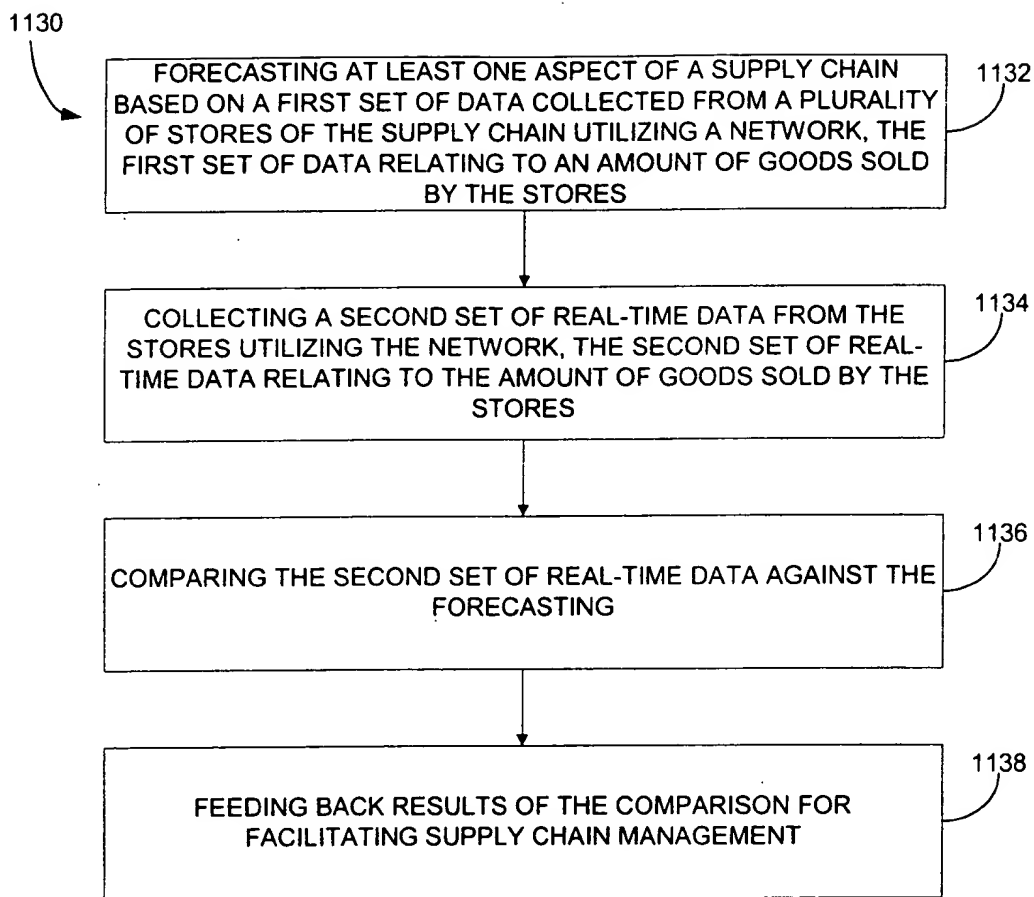


FIG. 11

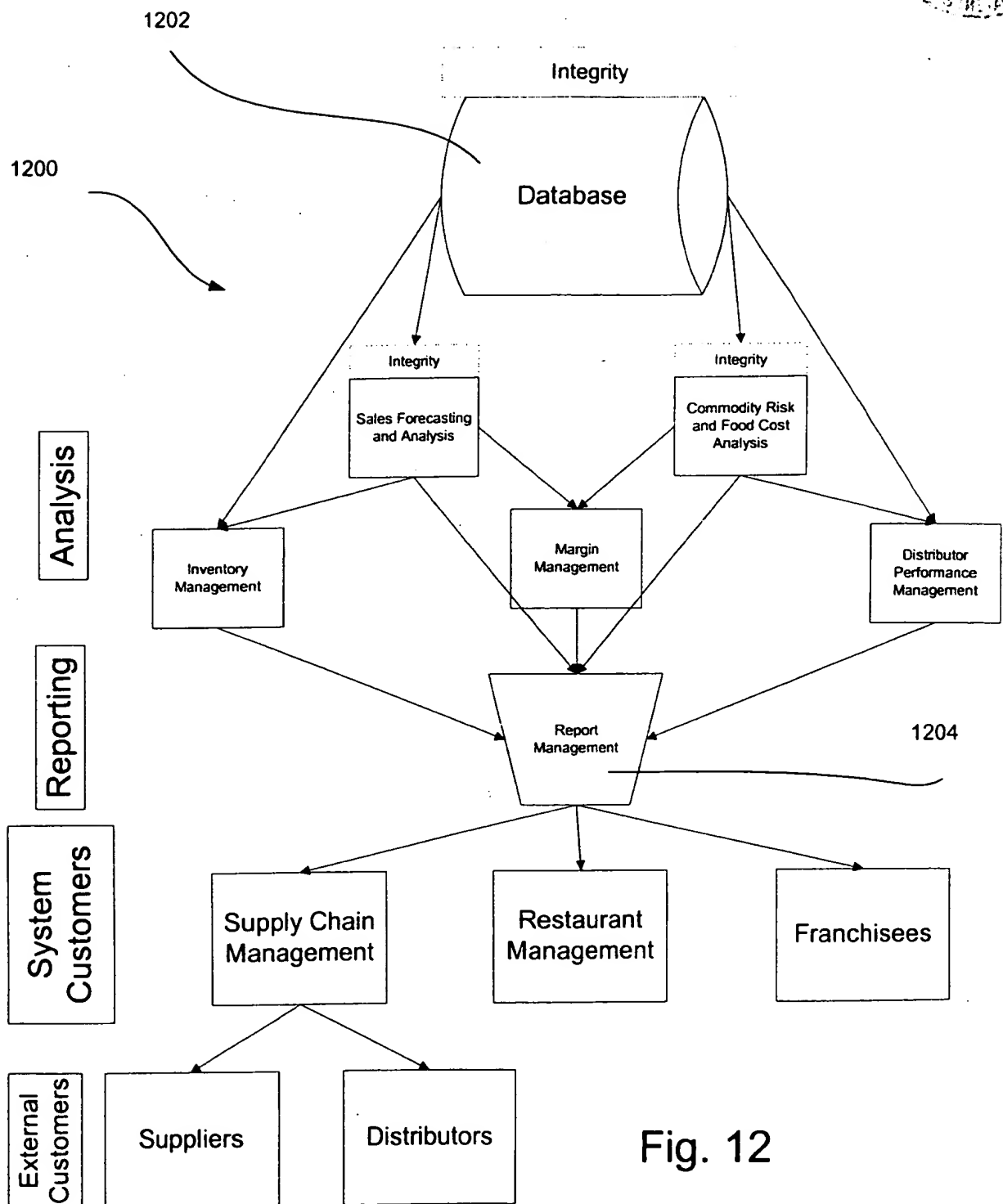


Fig. 12

09816454-060601

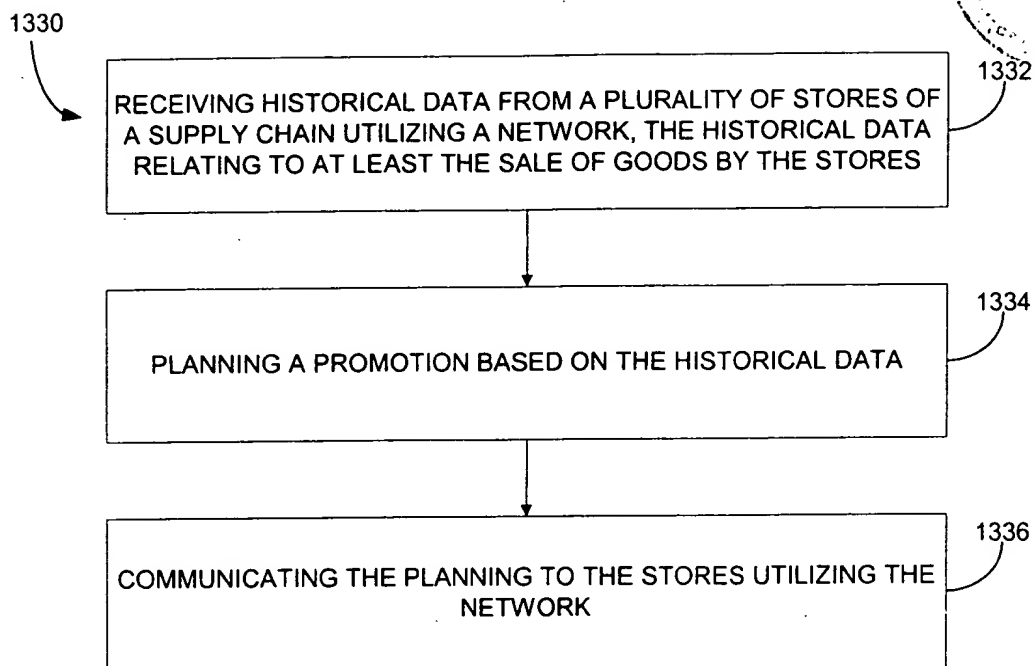


FIG. 13

FO9090"4549F860

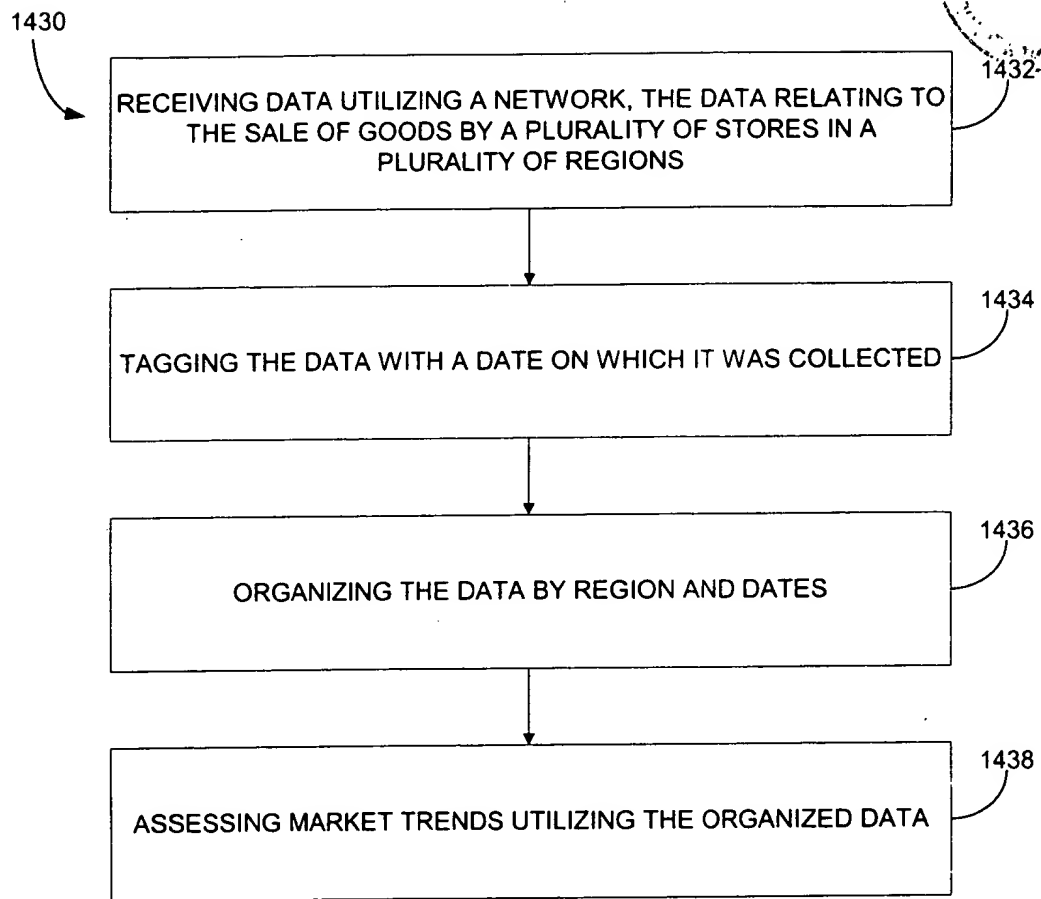


FIG. 14

091644-06001

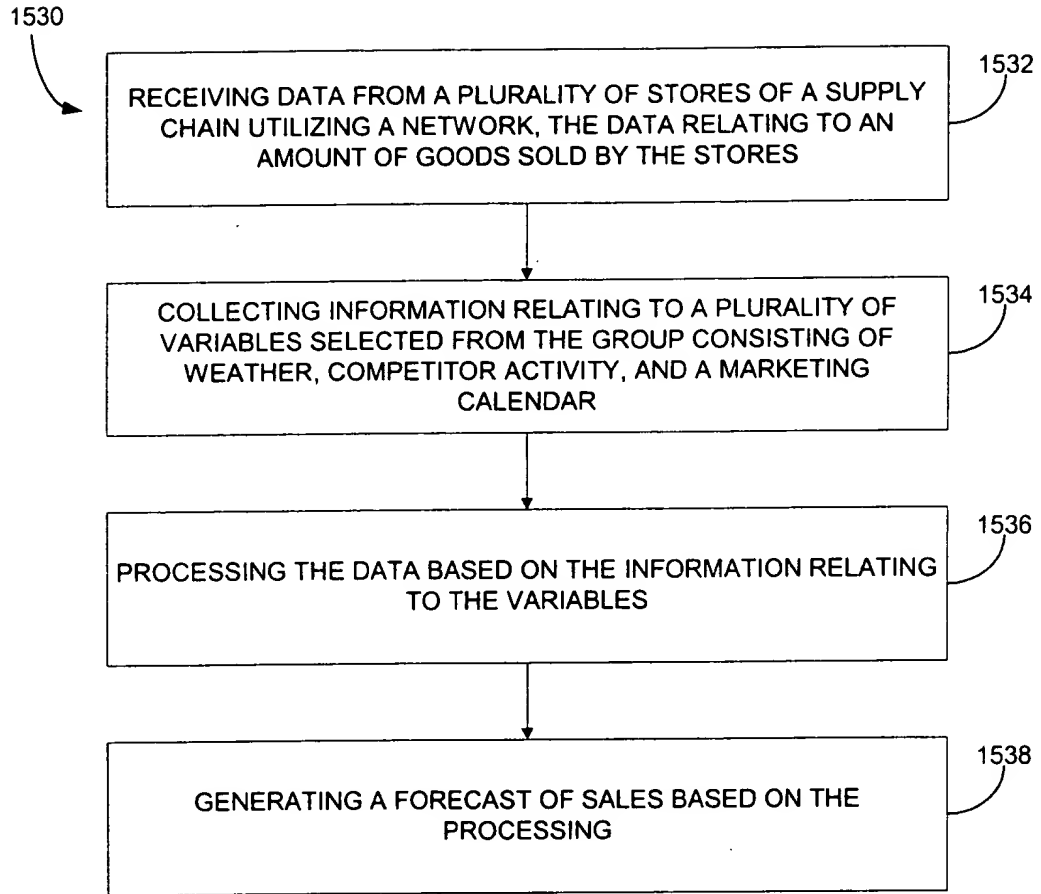


FIG. 15

0931644.06001
T09090"4549T860

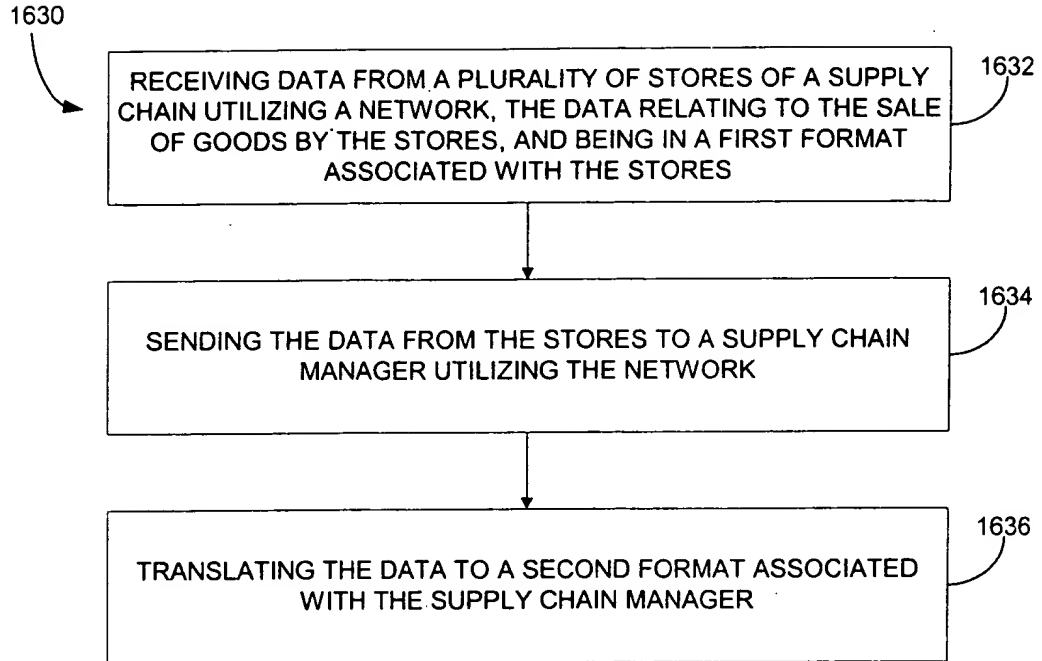


FIG. 16

09816454.060601

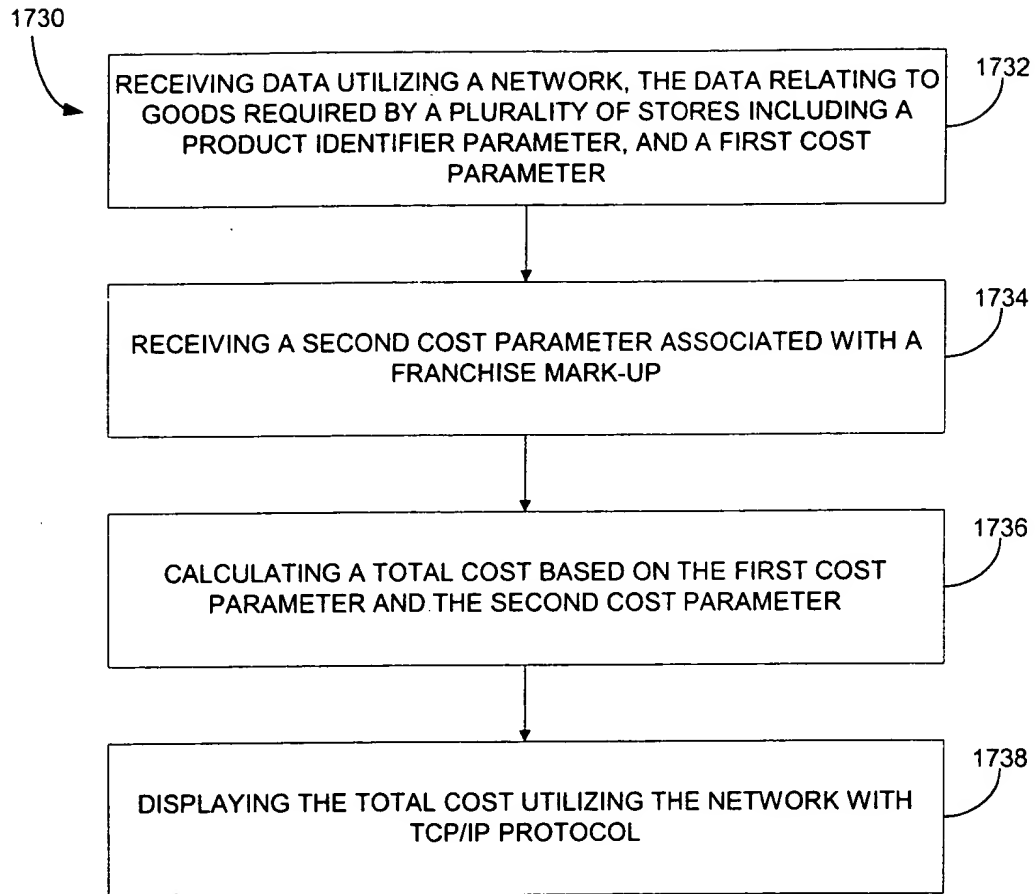


FIG. 17

09816454.060601

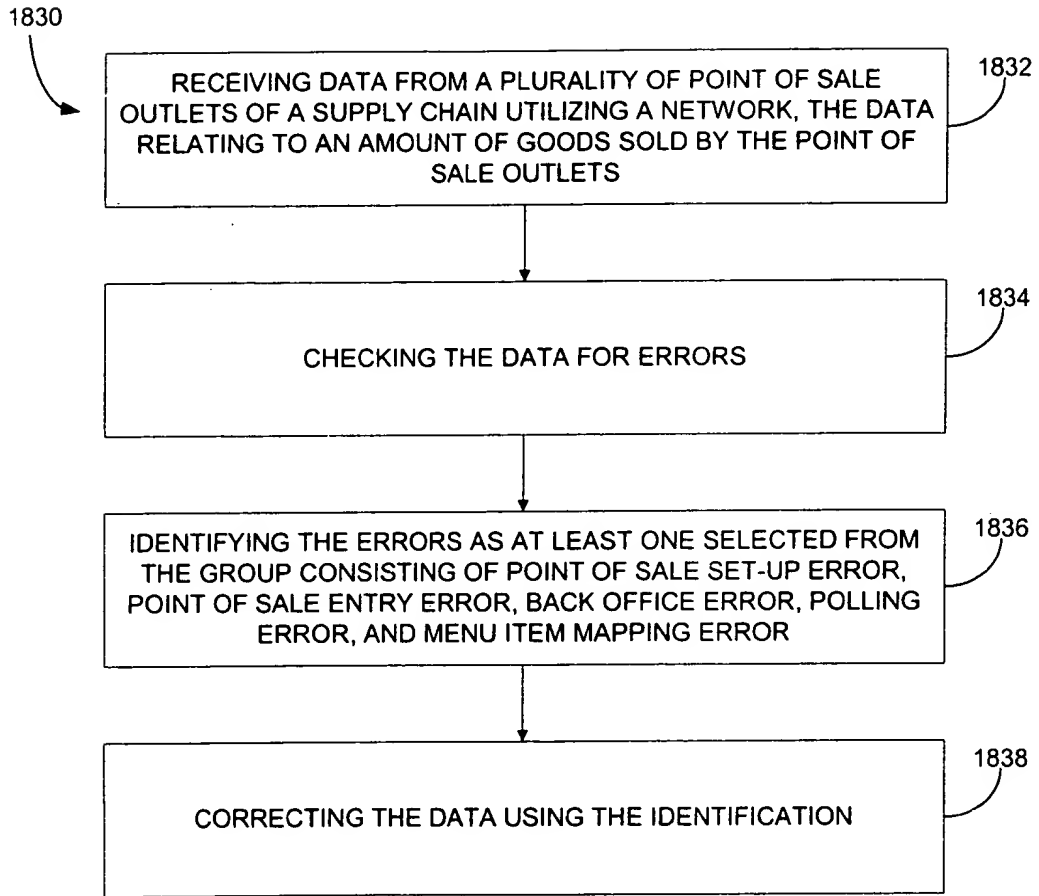


FIG. 18

109090"4549T860

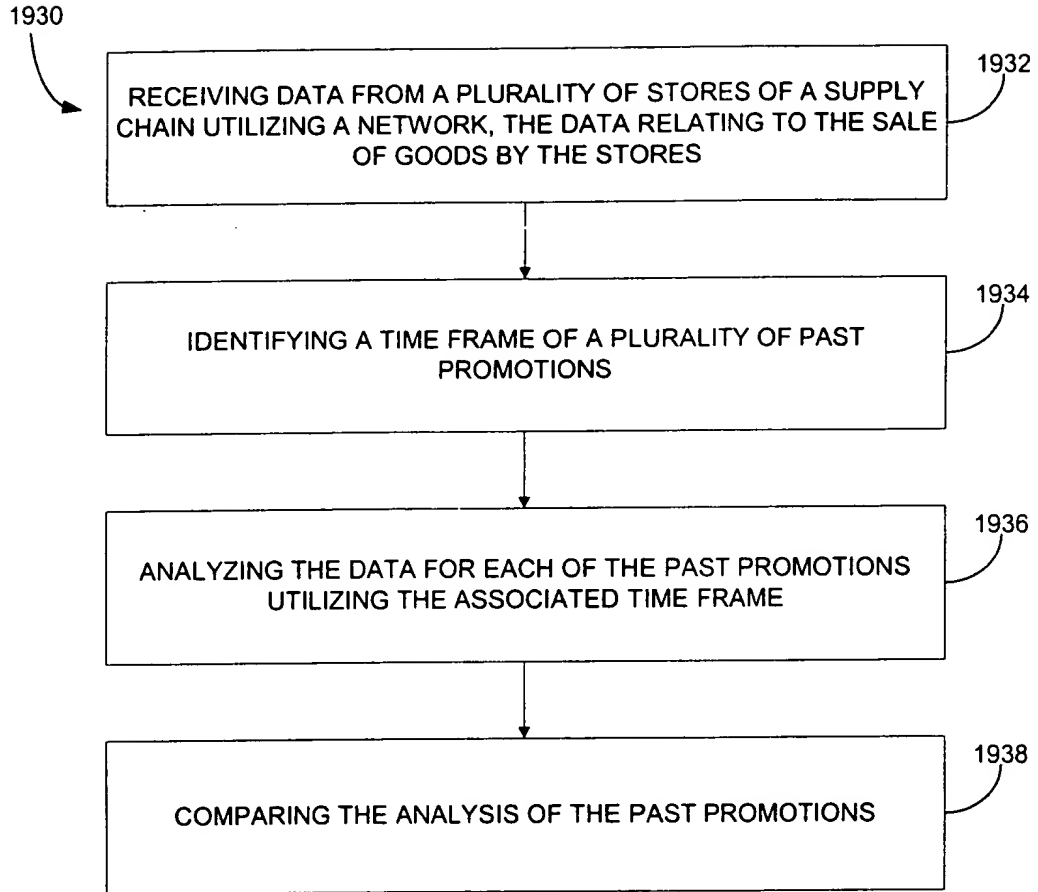


FIG. 19

09816454-060601

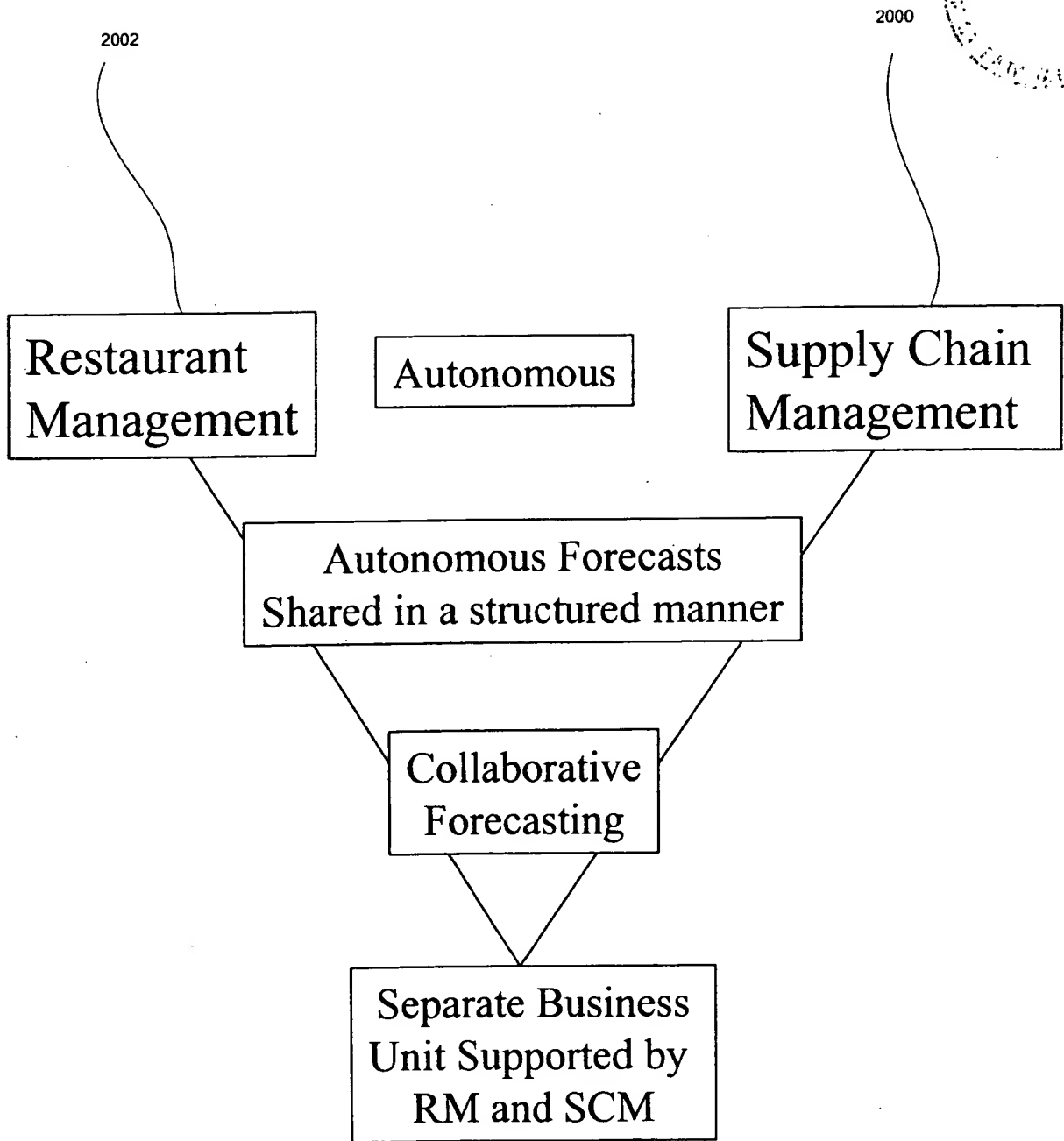


Fig. 20

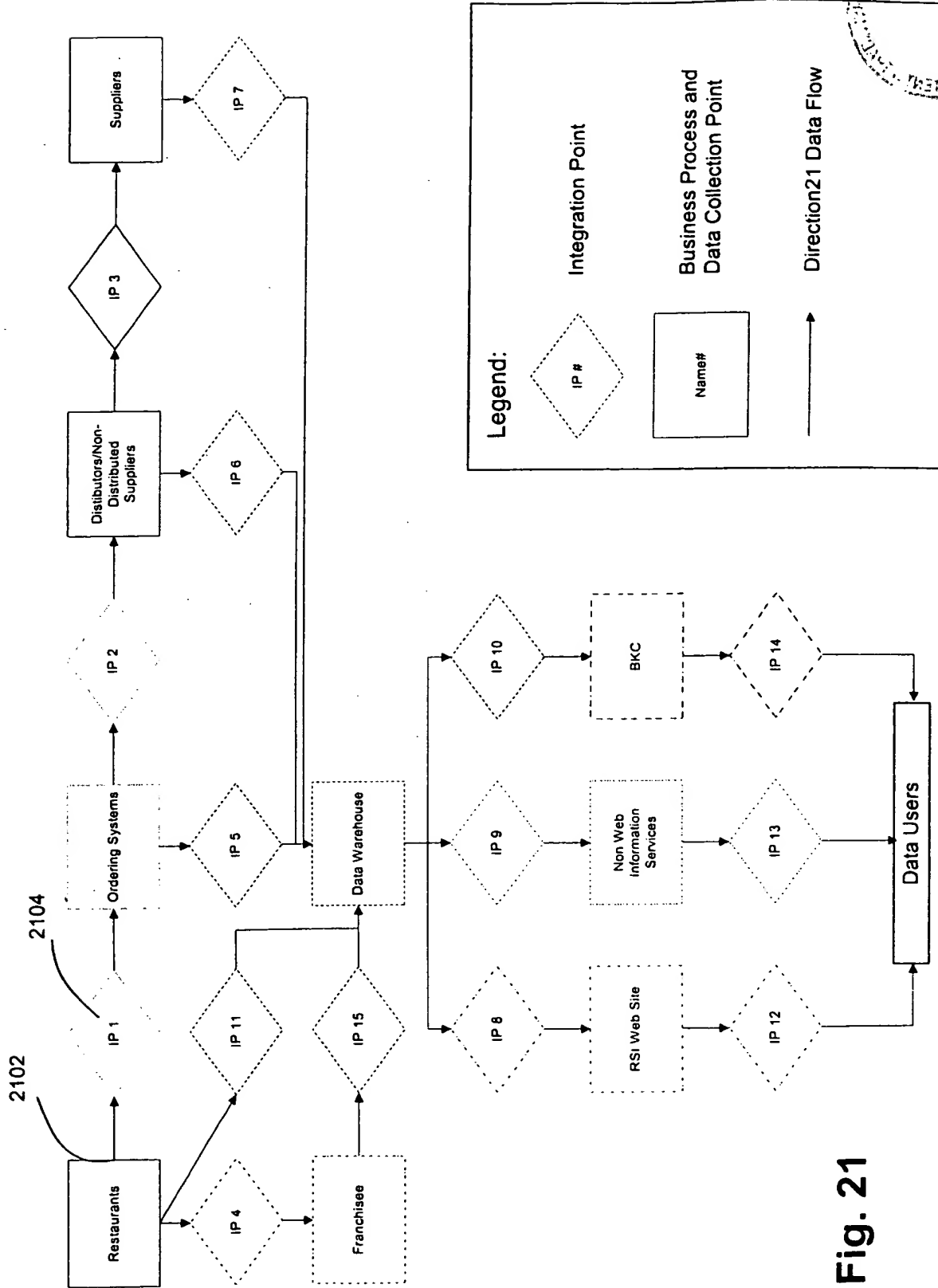
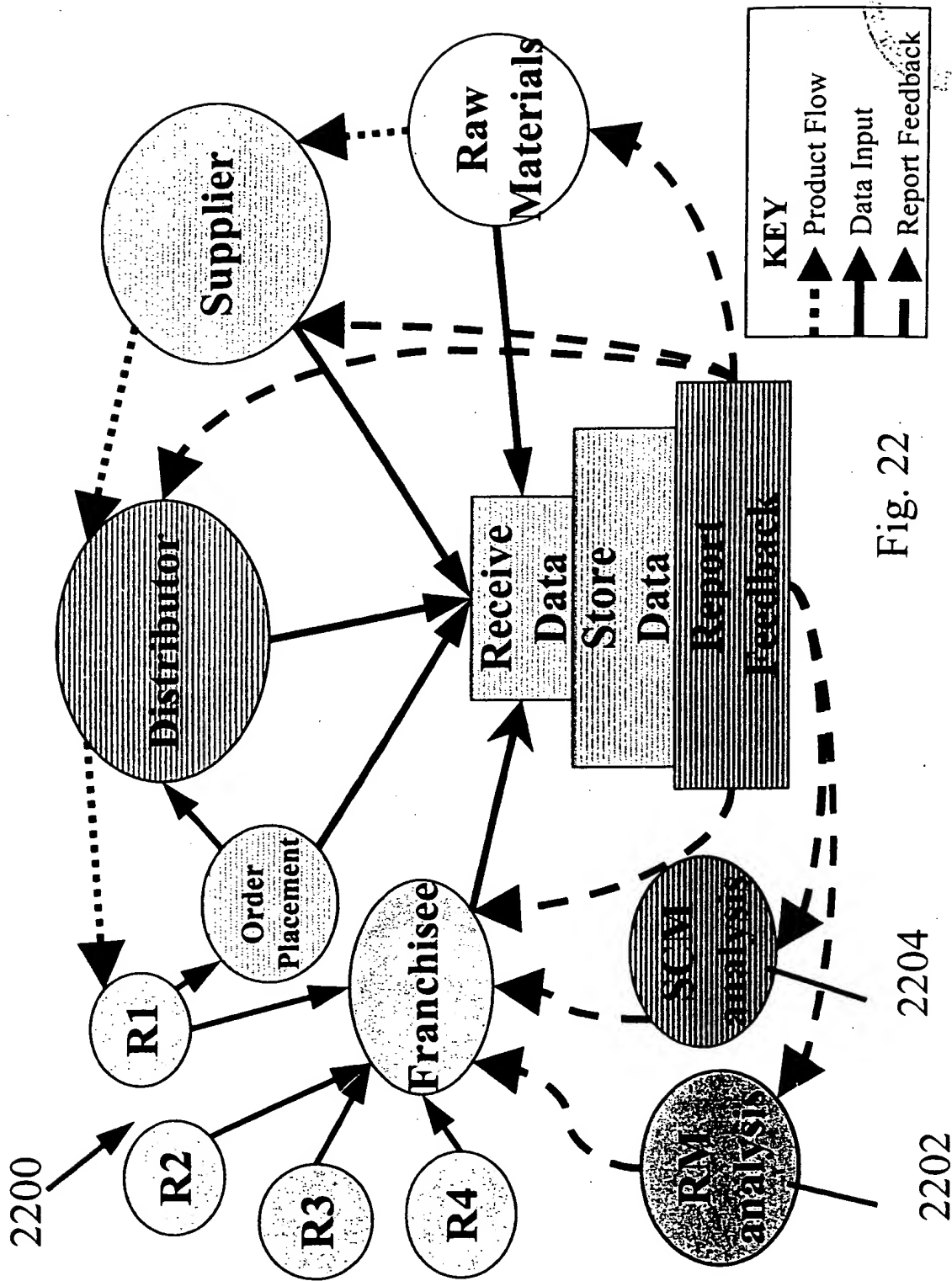


Fig. 21



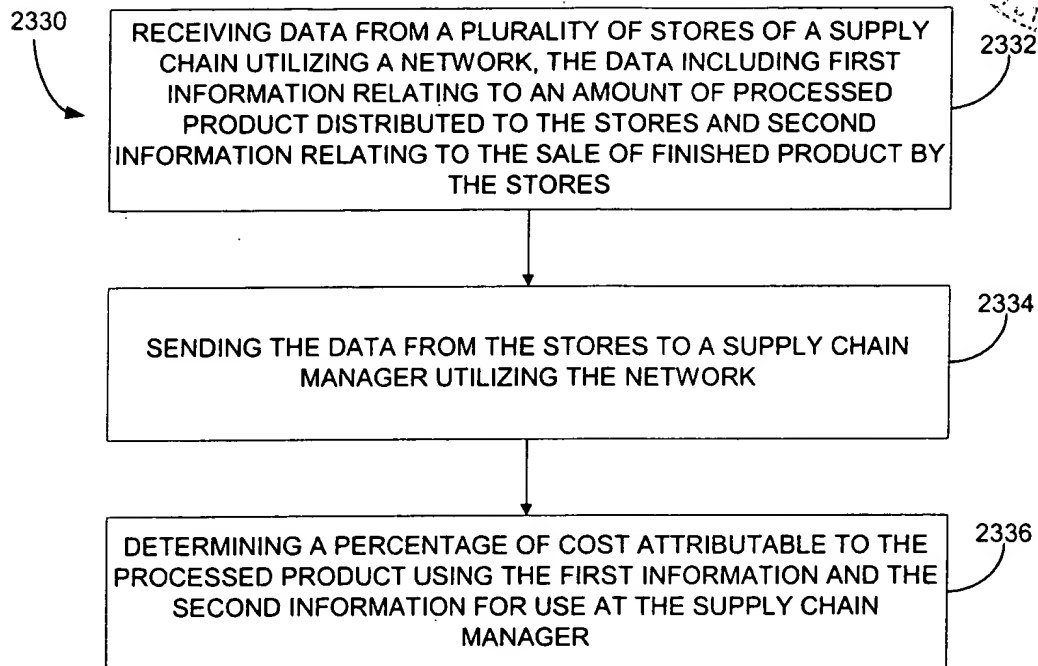


FIG. 23

FIG. 24

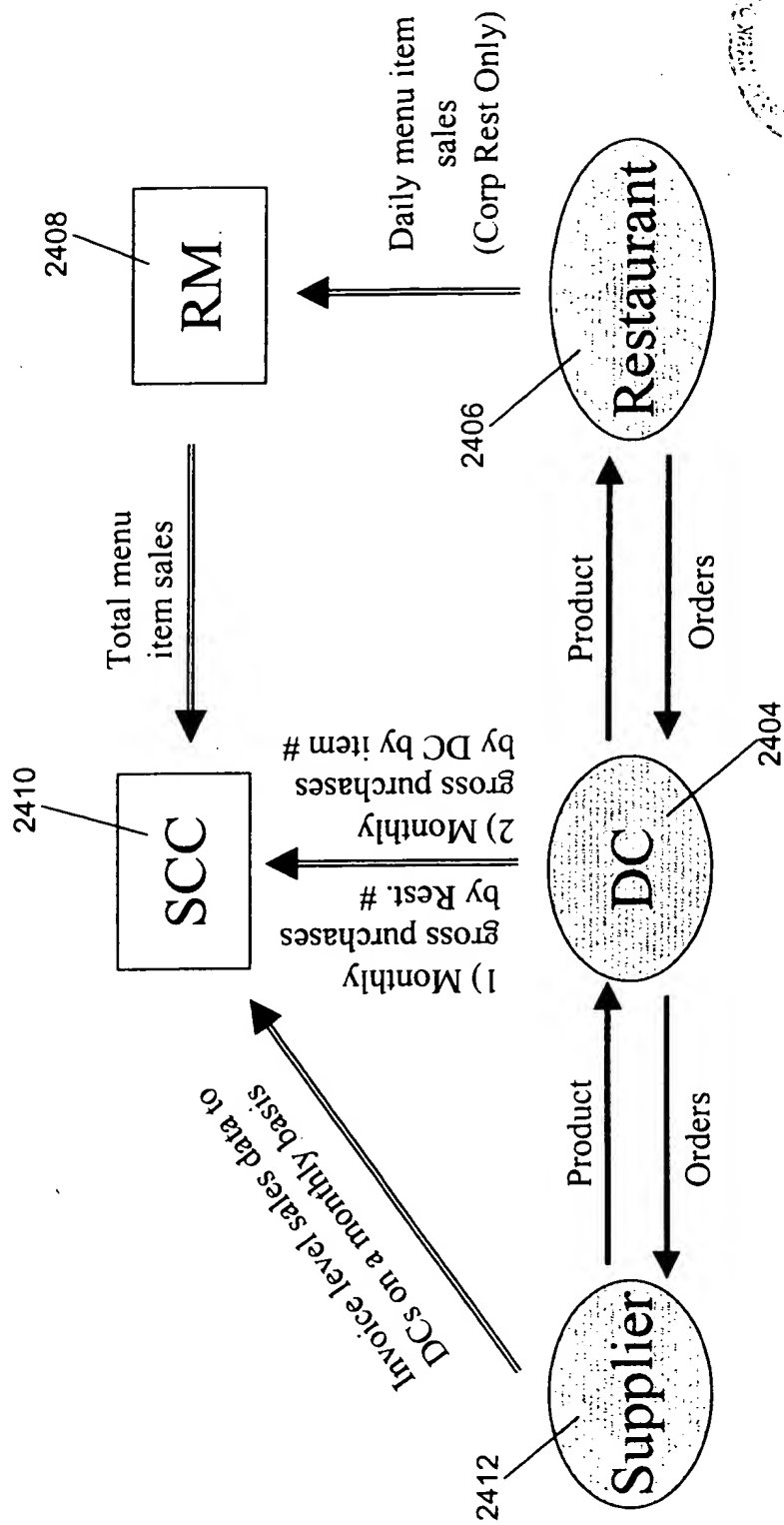


FIG. 25

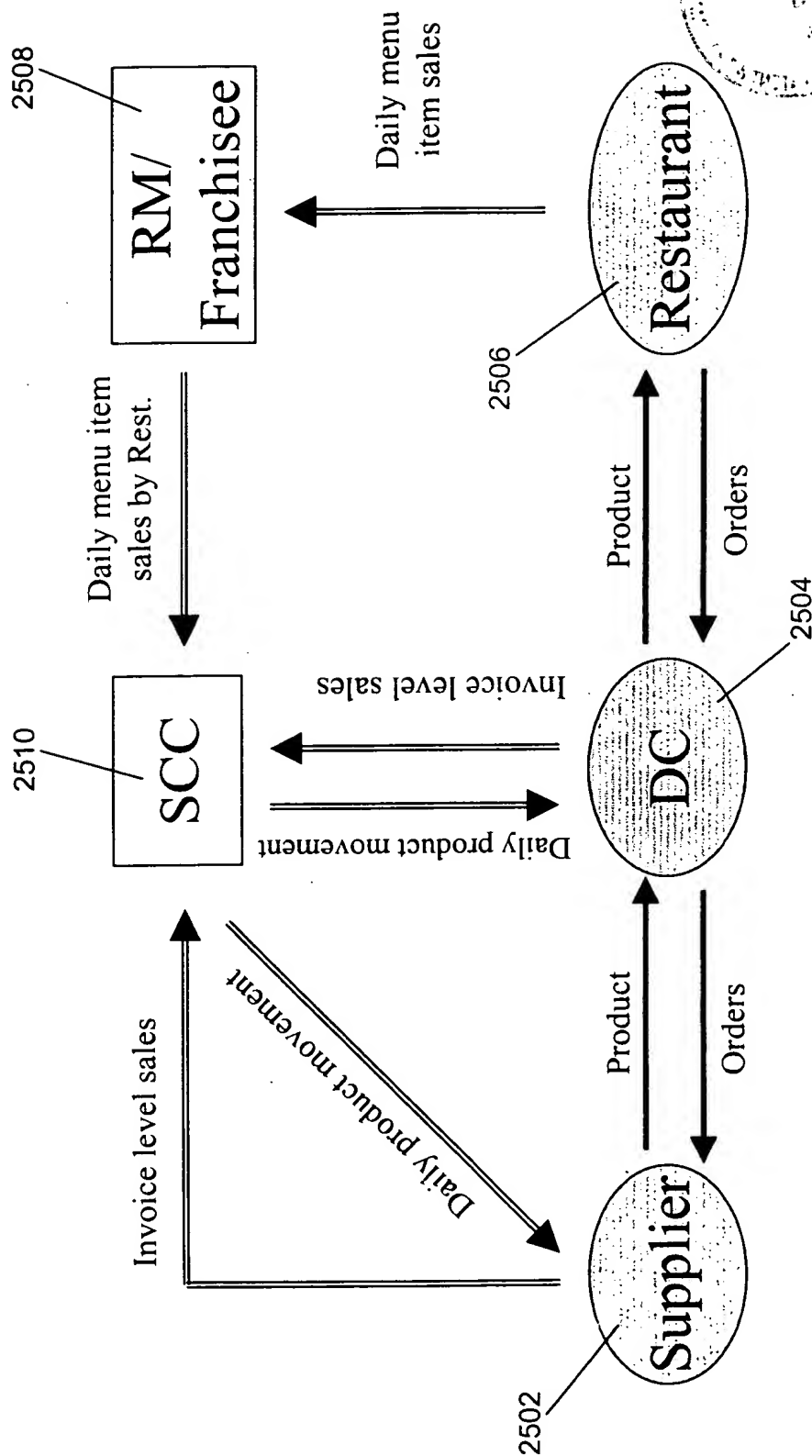


FIG. 26

2600

2602

2604

FIG. 26

Sales Forecast Worksheet - System

Week	History									Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1		W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																	
Ntn'l Marketing Theme																	
Advertising Score																	
Local Considerations																	
Competition Index																	
Weather Index																	
Seasonality Index																	
Sales History/Forecast Total (\$/store)																	
Key Products by Menu Item (units/day/store)																	
WHOPPERS	437	327	203	207	193	234	297	282		300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172		163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829		900	943	829	912	958	948	707	813
etc.....																	
Key Products by Inventory Item (cases/day/store)																	
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9		9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2		0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5		2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6		1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3		0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7		1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9		113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0		3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0		4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0		4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc...																	

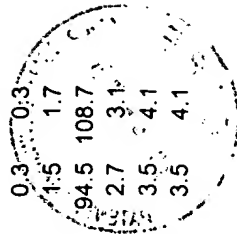


FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1							
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7	Total
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
Menu Item Sales for Key Products(units/restaurant/week)													
Category	Segment												
Whopper	WHOPPERS	215	211	228	269	32	34	37	37	40	60	46	286
	WHOPPERS W/CHEESE	146	142	148	162	18	20	21	21	23	35	26	165
	YWWM WHOPPERS	699	679	714	813	94	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
Variance from Expected (Highlighted Areas are Outside of Expected Range)													
Whopper	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%	6.6%
	YWWM WHOPPERS	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	6.9%

2702



09816454-060601

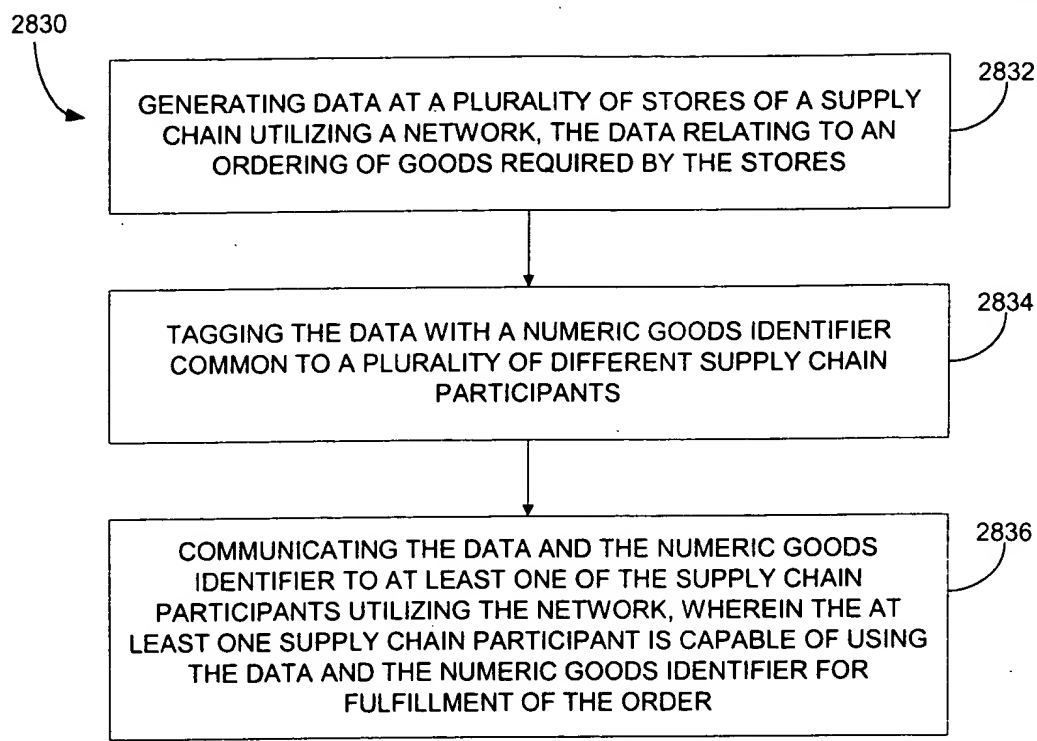


FIG. 28

09816454-060601

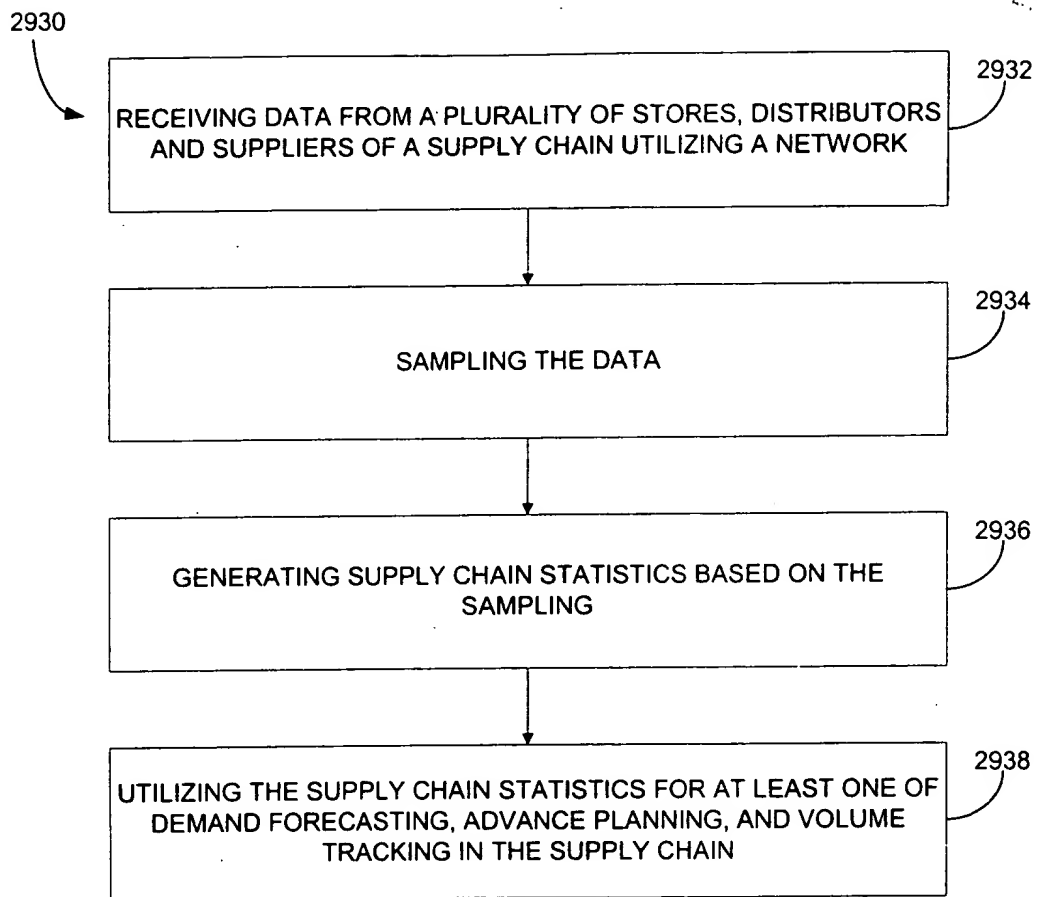
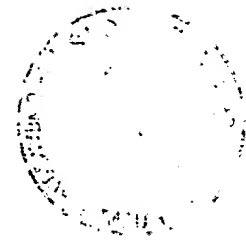


FIG. 29

FD9090"4549T360

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

Operations:	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations
Cases:	154	68	62	284		568
Percent	0.23%	0.10%	0.09%	0.43%	0.00%	0.86%

3004

Purchasing:	Out of Stocks	Substitutions	Out of Code	Total Purchasing
Cases:	990	70		1060
Percent:	1.51%	0.11%	0.00%	1.61%

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30



3100

**Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report**

■ Alliant
■ Average for all DC's

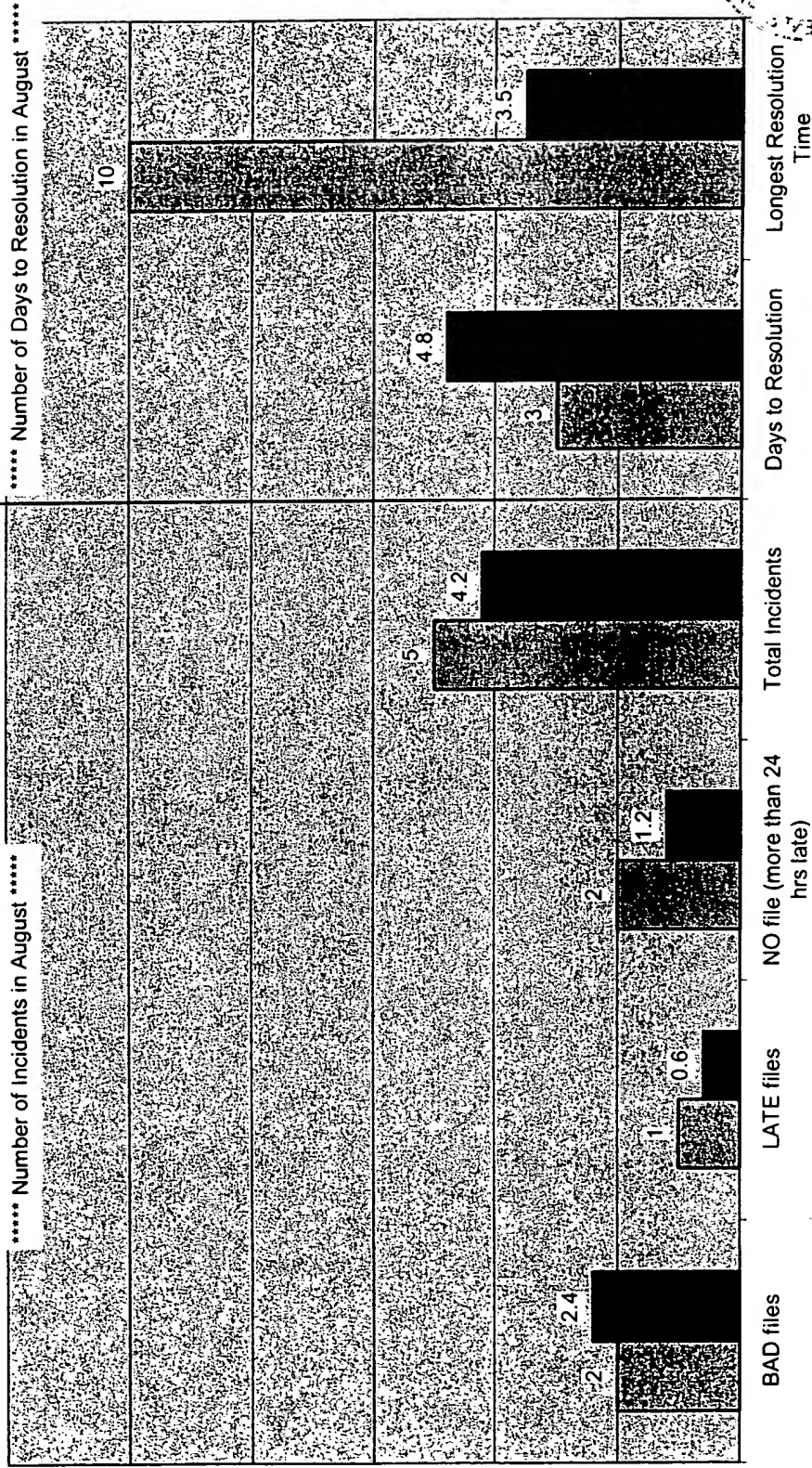


FIG. 31

T09090"4549T860



Service Level Reporting August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29 Conklin	99.41%		79.25%
Maines 30 Cleveland			
Maines Long Island	99.41%		
Maines New England			
MBM Fullerton	99.13%		79.83%
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		#DIV/0!
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.7%
Shamrock Commerce City			
Shamrock Phoenix	98.81%	99.3%	
Sigma Harrisburg			
Sigma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min.
Didn't meet BK Min.

FIG. 32



FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

DC Requested Lead-Time
 DC Adherence to Lead-Time
 Days Delivery Late
 On-Time Delivery Percentage
 Hours Delivery Late

4
95%
1.7
95%
0.93

Inventory Management:

Average Days On Hand
 SKU #1
 SKU #2
 Max Days On Hand
 SKU #1
 SKU #2

19
22
40
32

Invoice, Payment and Pricing:

Days for Payment
 Monthly FOB Variance
 Monthly Freight Variance
 Monthly Total Variance

12
\$ 30,152
\$ 3,594
\$ 33,746

Monthly Carrying Cost
 SKU #1
 SKU #2
 Average as % FOB

\$ 42,513
\$ 12,589
1.25%

Invoice Accuracy:

Invoice Fill Rate
 PO Accepted Rate
 Perfect Order Percentage

97.25%
99.00%
92.34%

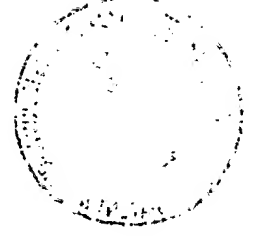
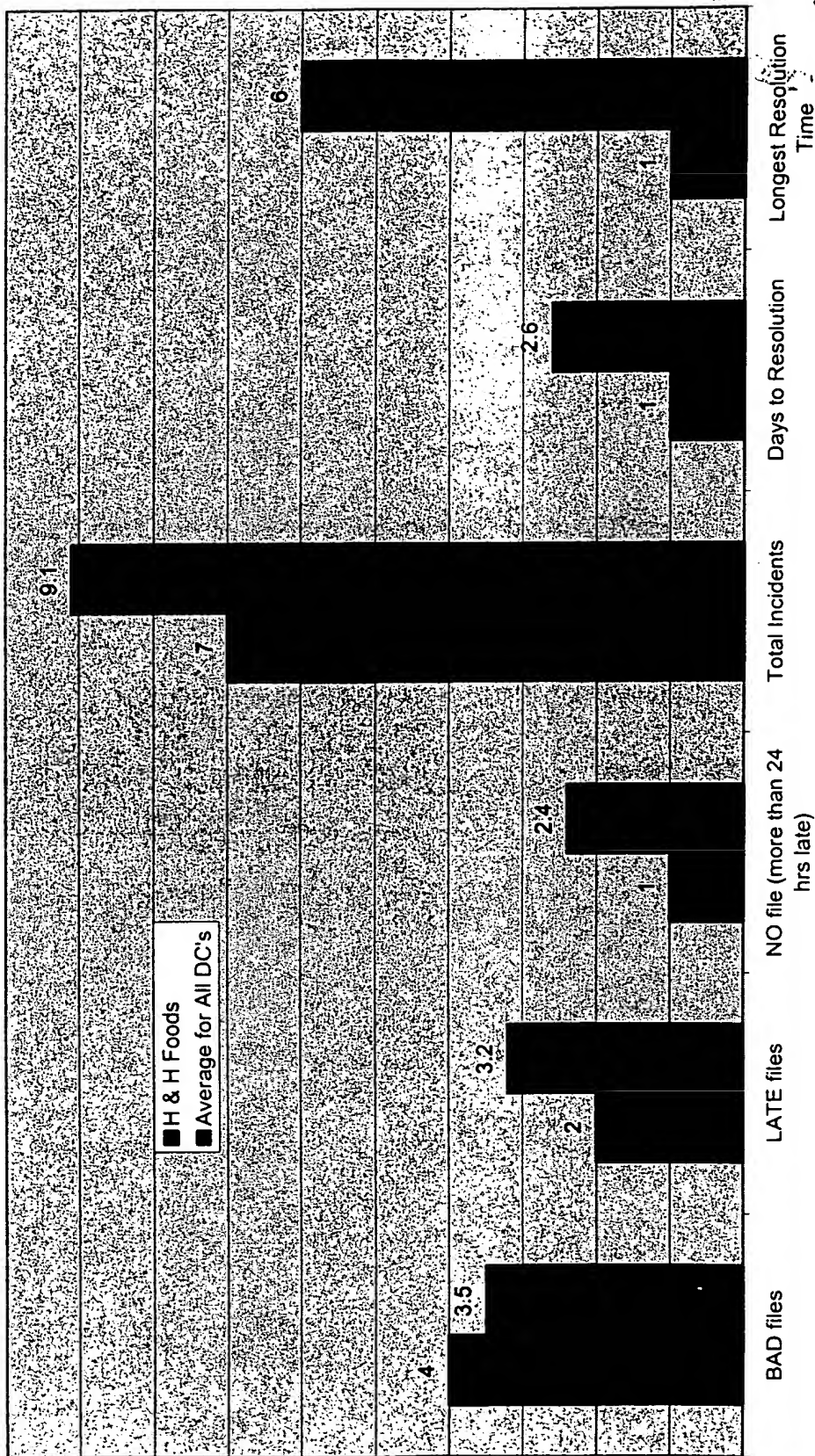


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 ↗





3500

FIG. 35

Service Level Reporting
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO.			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING, MN - CORP.			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC.			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.



3600

Mock Report/1

	FY-01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
--	-------	--------	--------	--------	--------	--------	--------	--------	--------

Food Cost Index

Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						

Total Dollar Purchases (In Millions) /2

Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

FIG. 36



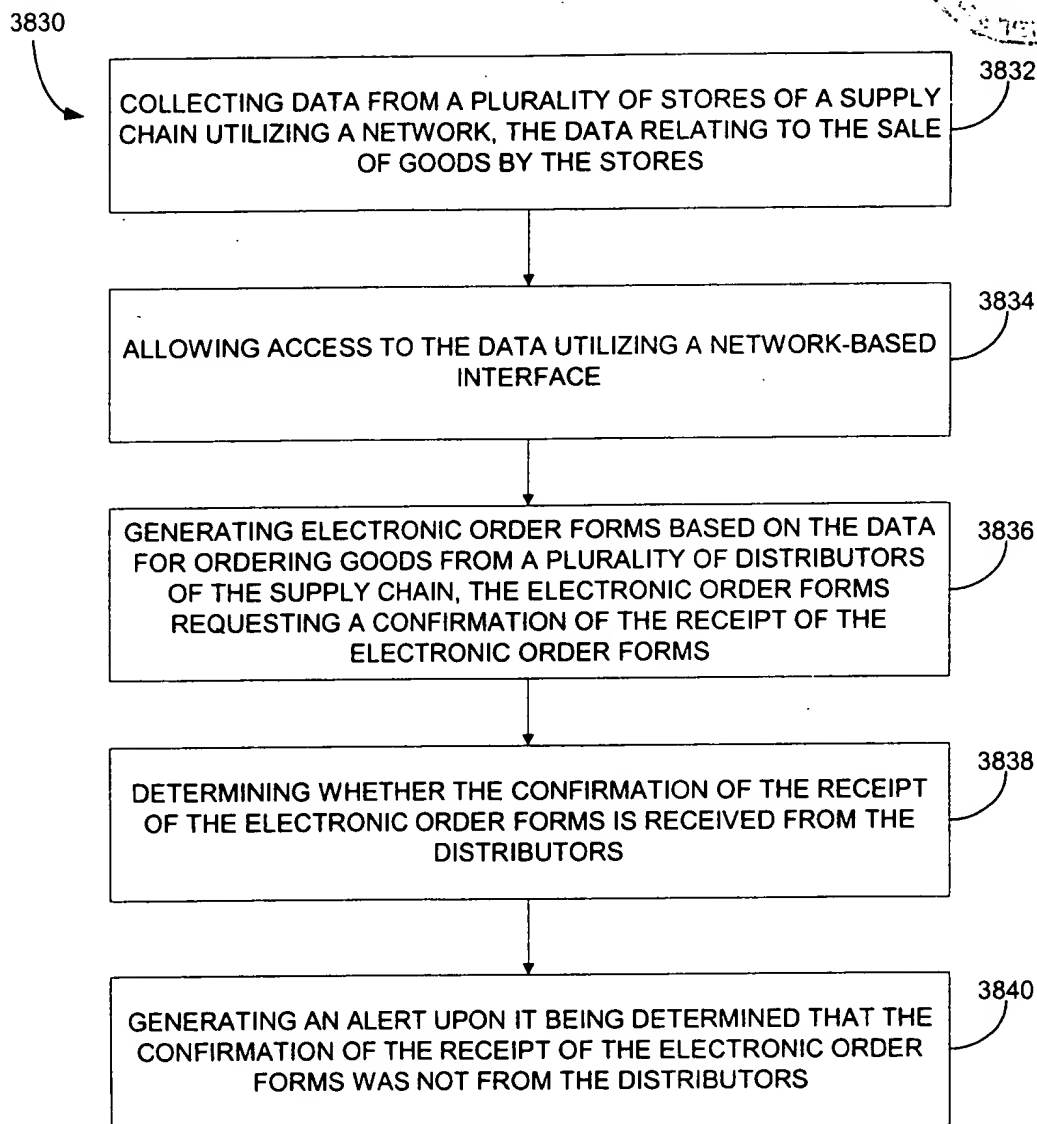


FIG. 38

09816454.060601

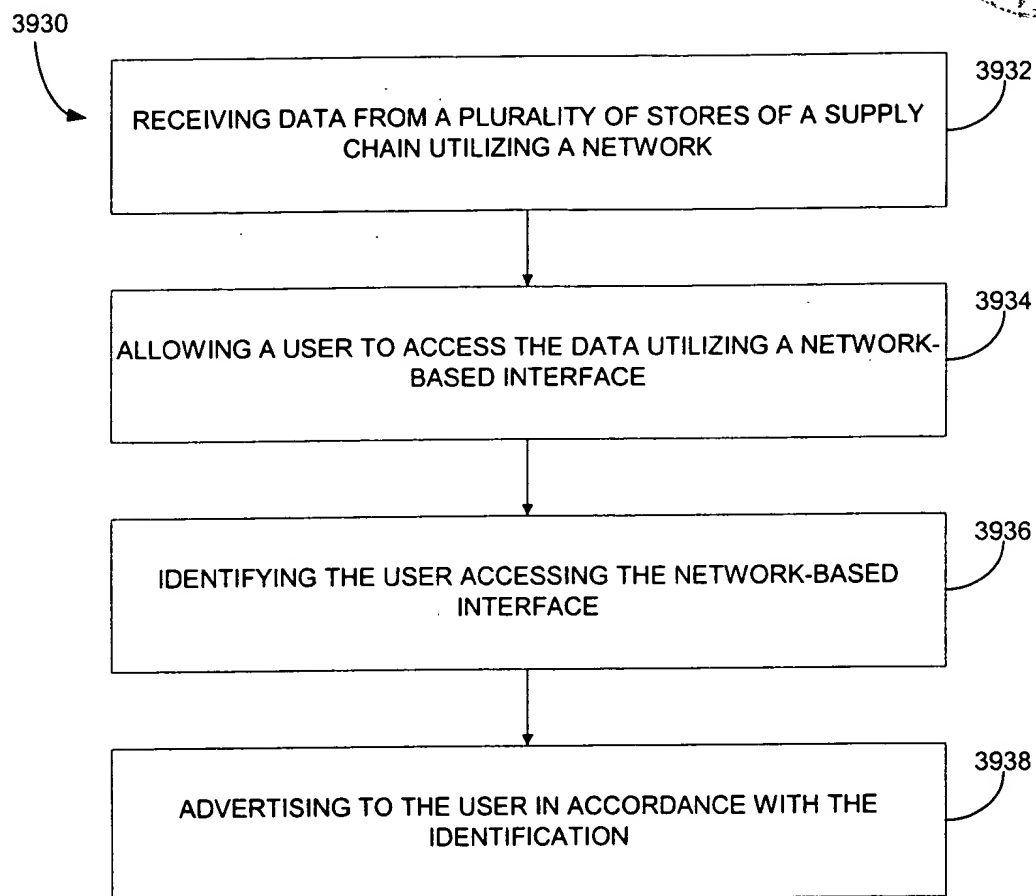


FIG. 39

09816454-060601

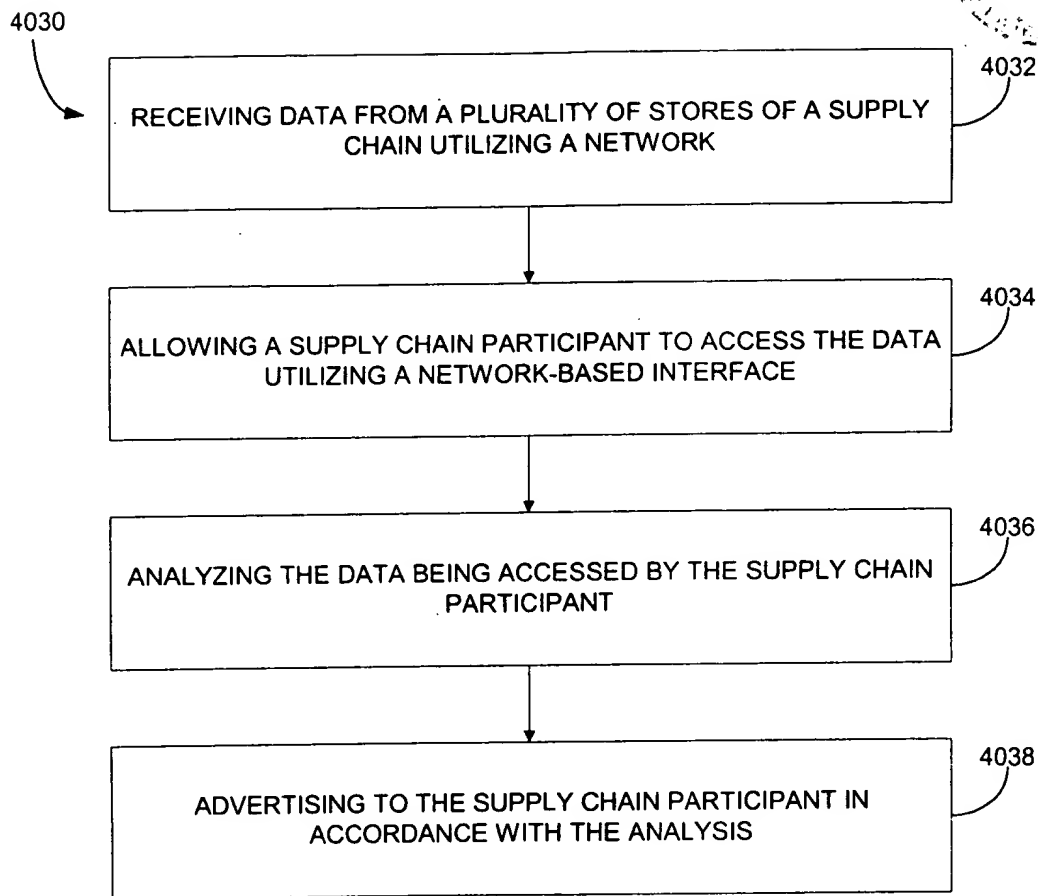


FIG. 40

09816454-060601

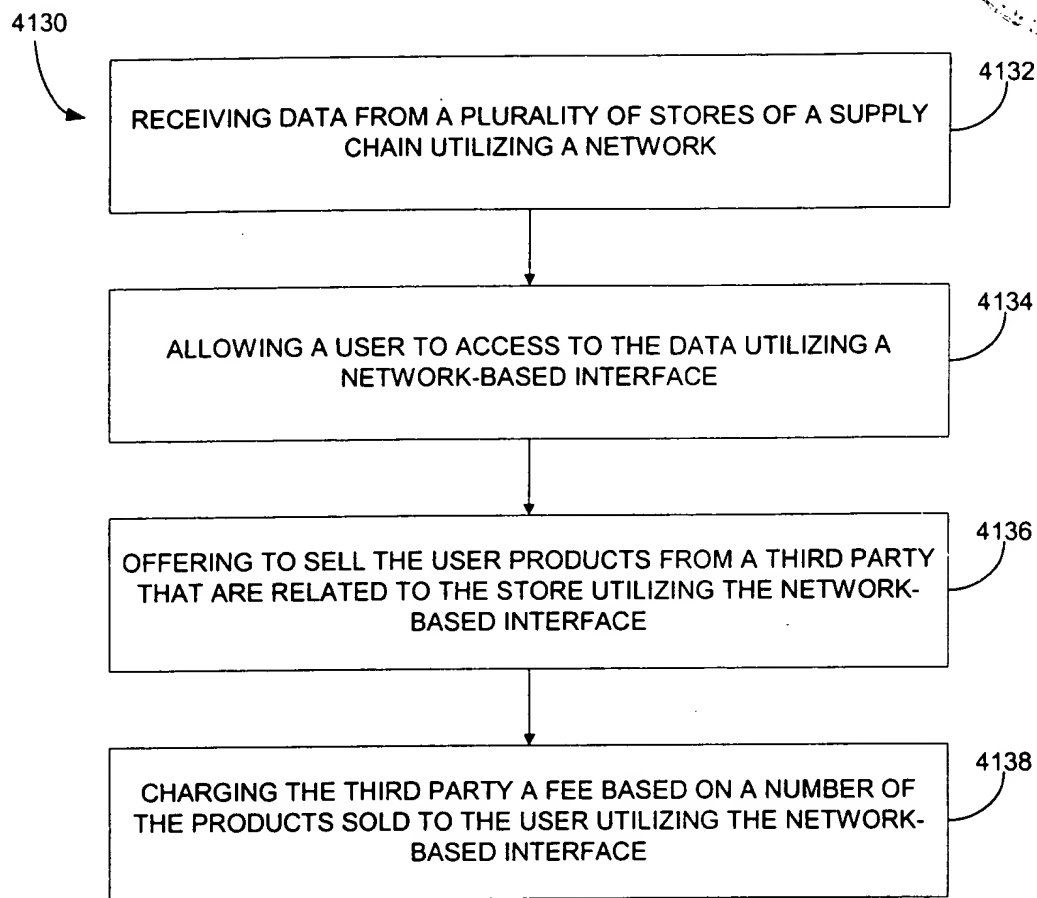


FIG. 41

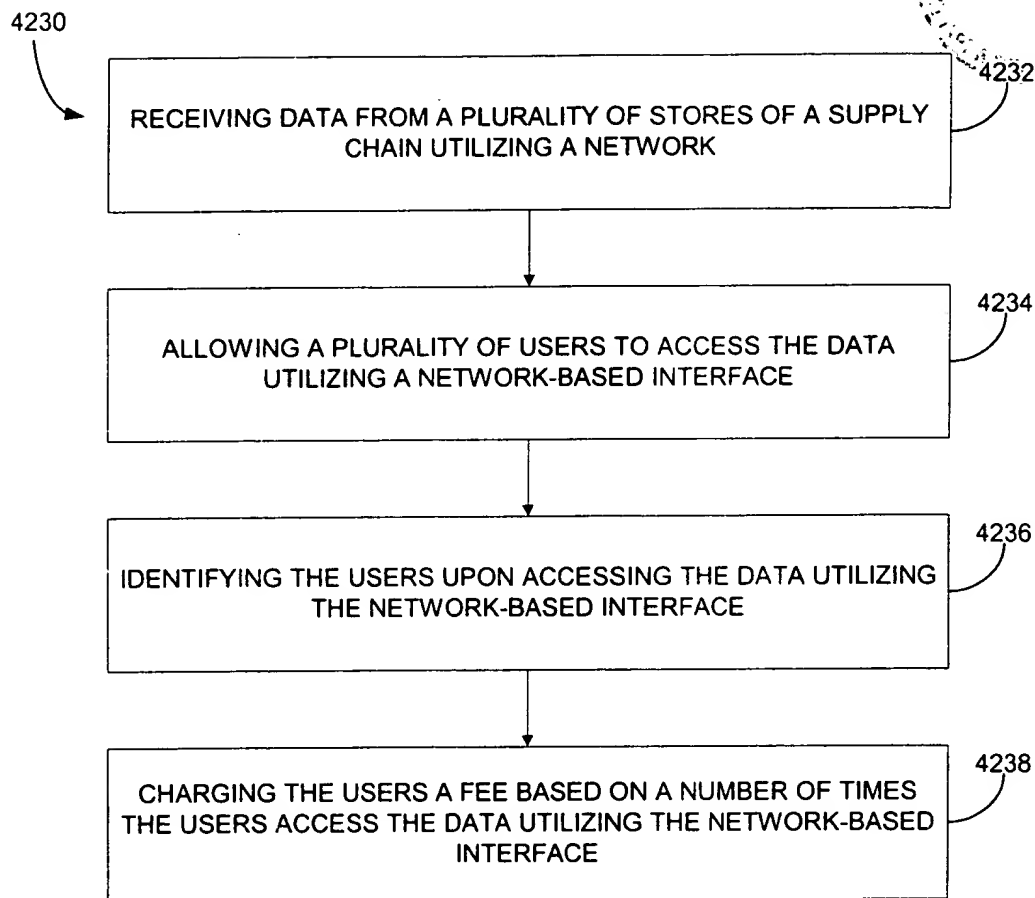


FIG. 42

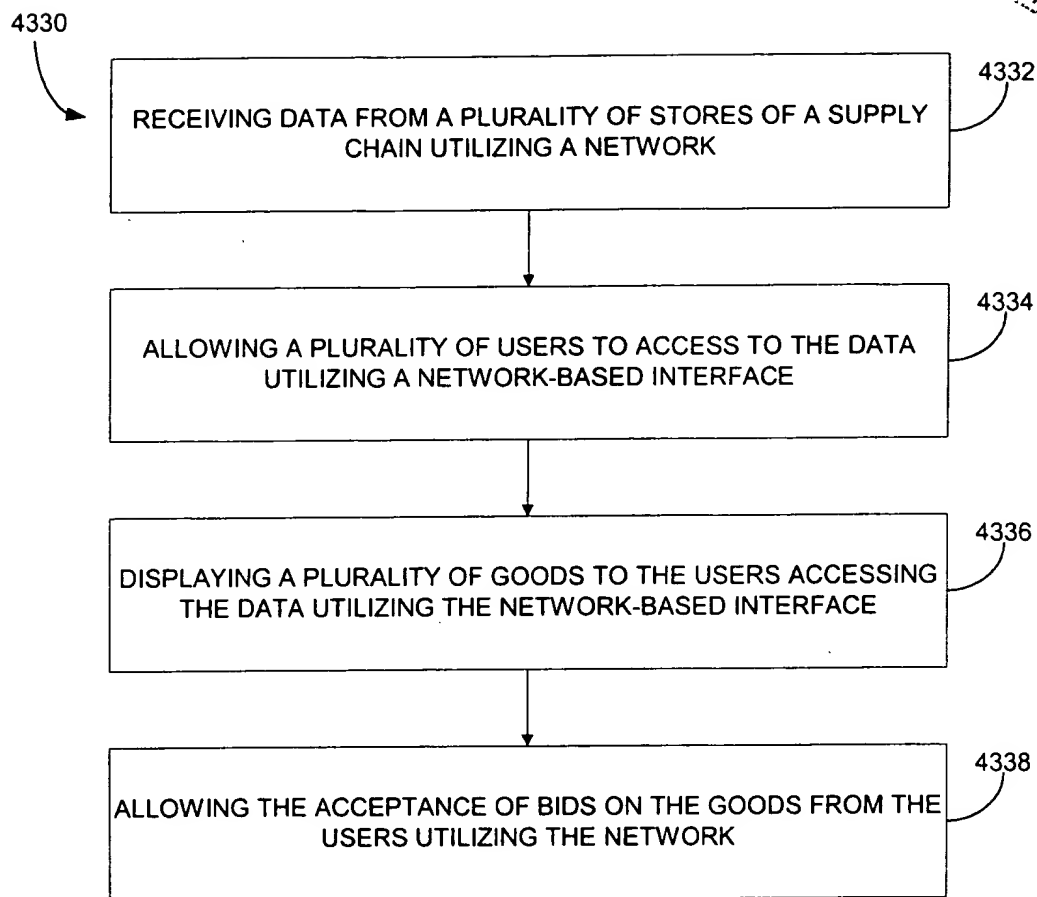


FIG. 43A

4350

APPOINTING A SUPPLY CHAIN MANAGER FOR AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4352

GRANTING AUTHORITY TO THE SUPPLY CHAIN MANAGER TO NEGOTIATE PURCHASE AGREEMENTS FOR AT LEAST ONE SUPPLY CHAIN COMMODITY ON BEHALF OF THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT

4354

ENTERING INTO AT LEAST ONE PURCHASE AGREEMENT FOR THE COMMODITY, WHEREIN EACH PURCHASE AGREEMENT IS BETWEEN THE SUPPLY CHAIN MANAGER ON BEHALF OF THE AT LEAST ONE BUYING SUPPLY CHAIN PARTICIPANT AND A SELLING SUPPLY CHAIN PARTICIPANT

4356

PERIODICALLY ANALYZING COMMODITY MARKET PRICE INFORMATION INCLUDING INFORMATION DERIVED FROM AN INTEGRATED SUPPLY MANAGEMENT SYSTEM FOR DETERMINING AN EFFECTIVE PRICE OF THE COMMODITY

4358

ESTABLISHING, BY THE AT LEAST ONE PURCHASE AGREEMENT, A CONTRACT PRICE DEPENDING UPON THE EFFECTIVE PRICE FOR THE COMMODITY IN CIRCUMSTANCES WHERE A DETERMINATION OF THE EFFECTIVE PRICE OF THE COMMODITY HAS BEEN MADE

4360

FIG. 43B

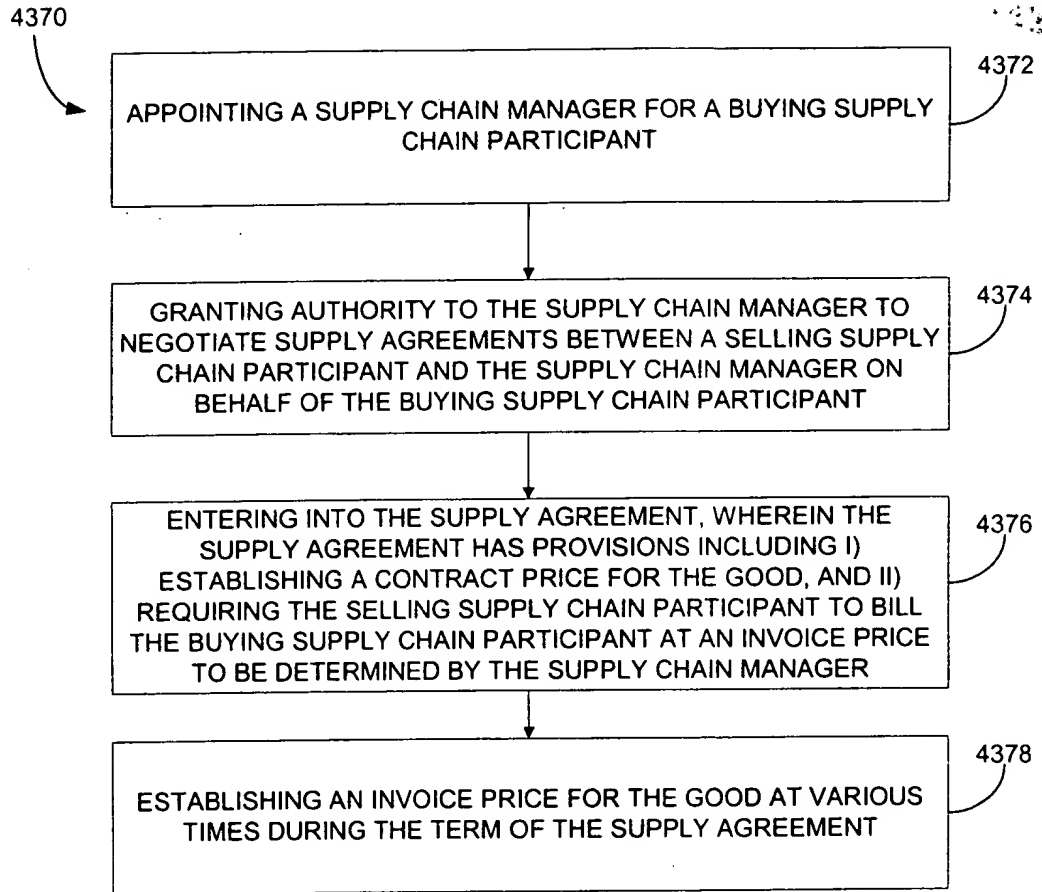


FIG. 43C

09816454-060601

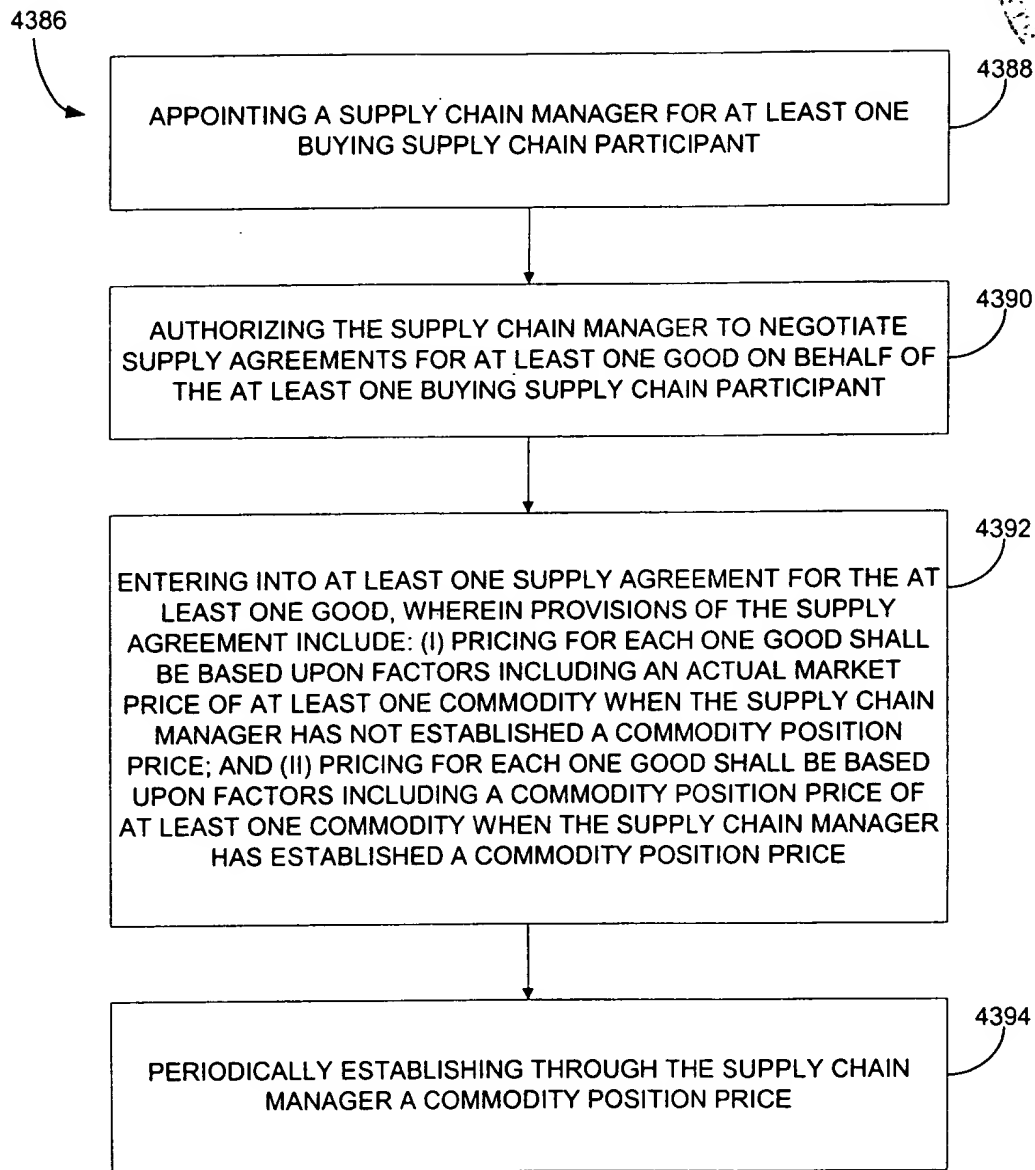


FIG. 43D

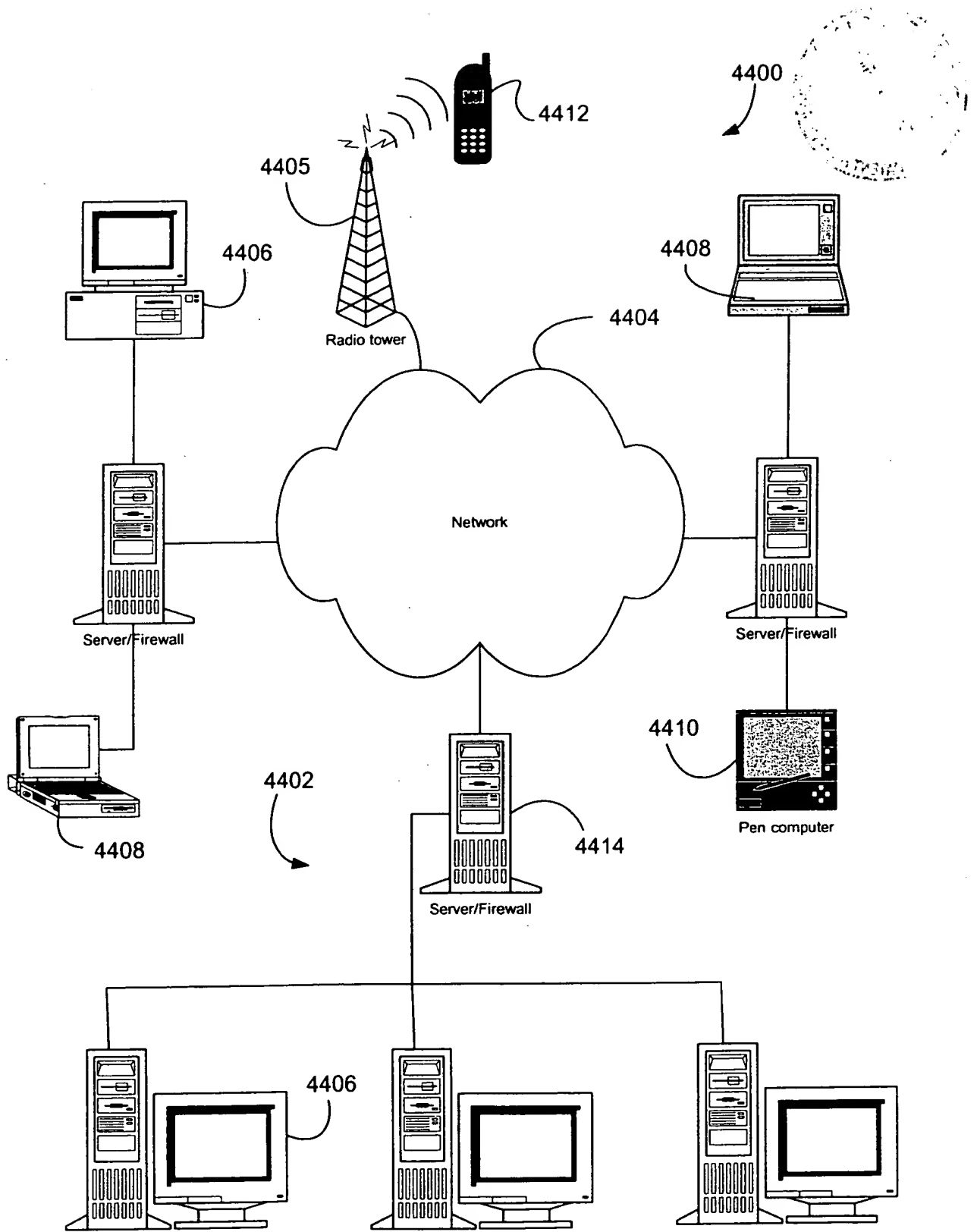


FIG. 44

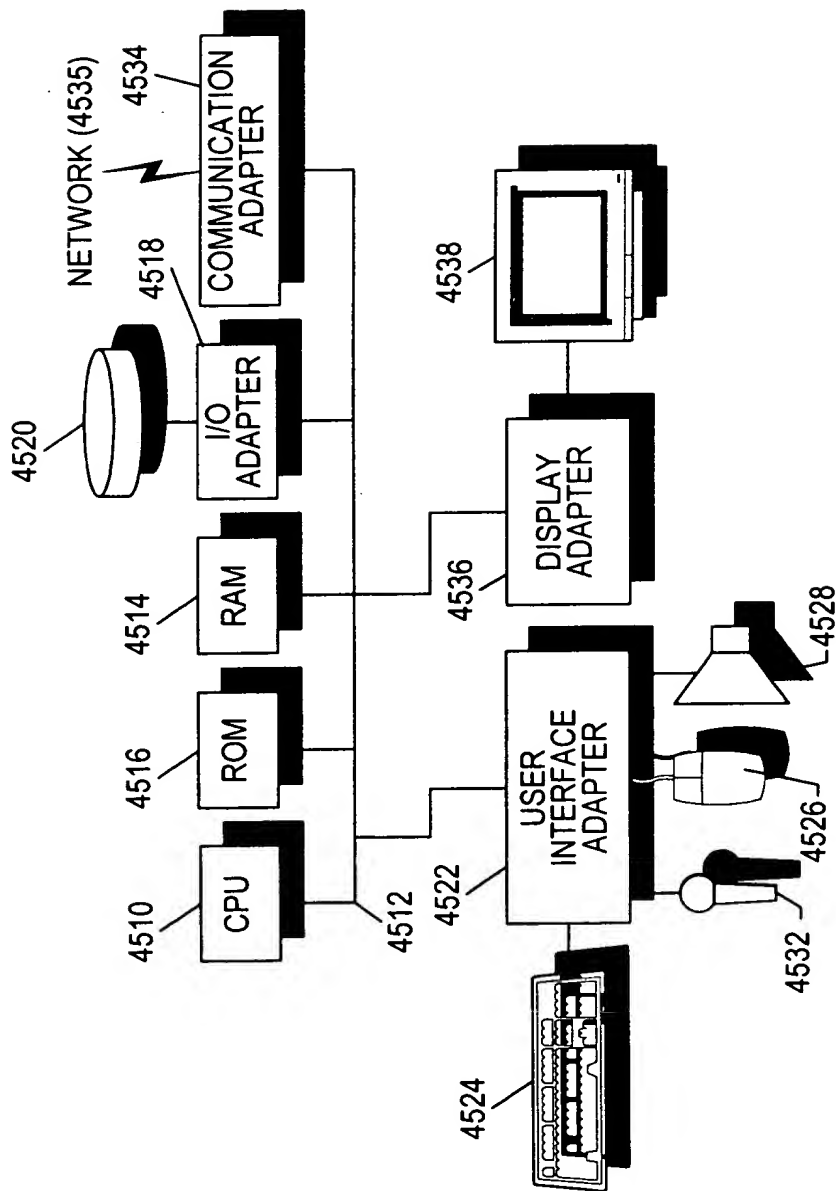


FIG. 45

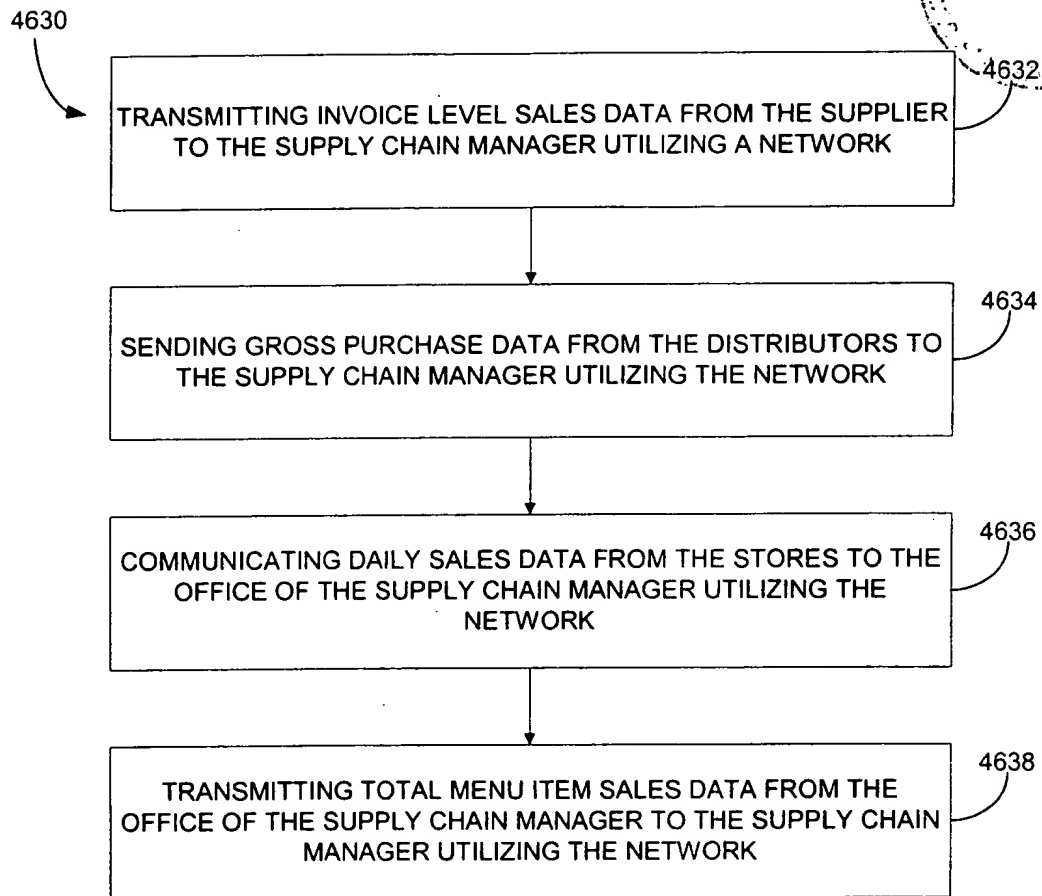


FIG. 46

4730

TRANSMITTING INVOICE LEVEL SALES DATA FROM THE SUPPLIER
TO THE SUPPLY CHAIN MANAGER UTILIZING A NETWORK

4732

4734

SENDING INVOICE LEVEL SALES DATA FROM THE DISTRIBUTORS
TO THE SUPPLY CHAIN MANAGER UTILIZING THE NETWORK

4736

COMMUNICATING DAILY SALES DATA FROM THE STORES TO THE
OFFICE OF THE SUPPLY CHAIN MANAGER UTILIZING THE
NETWORK

4738

TRANSMITTING DAILY SALES DATA FROM THE OFFICE OF THE
SUPPLY CHAIN MANAGER TO THE SUPPLY CHAIN MANAGER
UTILIZING THE NETWORK, WHEREIN THE DAILY SALES DATA IS
ORGANIZED BASED ON THE STORES FROM WHICH THE DAILY
SALES DATA ORIGINATED

FIG. 47

09816454-060601

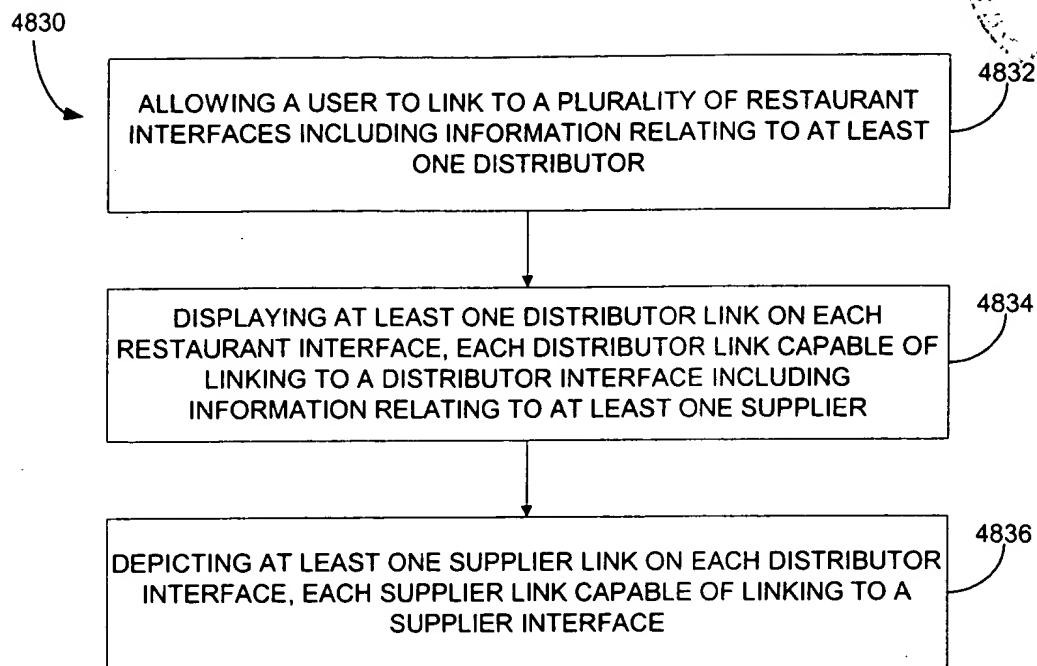


FIG. 48

Restaurant Services, Inc. - Microsoft Internet Explorer

File Edit View Favorites Tools

Address http://www.isweb.com/home/index.asp

Go Links

RSI

4902

Contact Information

Map/Directions

General Information

Legal Information

More About RSI

Help

BK-C link

NFA link

Restaurant Services, Inc.

BURGER KING® System Independent Purchasing & Distribution Service Co-op

User Name

Password

Enter Site

Click For Help

About RSI

4904

Restaurant Services, Inc. (RSI) is an independent member-owned purchasing cooperative serving BURGER KING® restaurant owners in the United States.

4900

RSI was founded in 1991 as the exclusive purchasing agent for the vast majority of products used by the U. S. BURGER KING system. Its primary purpose is to leverage the buying power of BURGER KING restaurants to achieve favorable contracts for food, packaging, premiums, promotion products, supplies, equipment, distribution and related services on behalf of more than 8,300 restaurants.

RSI's Board of Directors is comprised of BURGER KING franchisees, elected by region, one Burger King Corporation representative and one member appointed by the Minority Franchise Association. The cooperative maintains a close working relationship with Burger King Corporation, with respective roles and responsibilities outlined in a formal Operating Agreement.

RSI works closely with restaurant owners, Burger King Corporation, food and packaging suppliers, marketing agencies, equipment vendors, distributors and information systems providers to streamline and improve the supply chain efficiency

FIG. 49

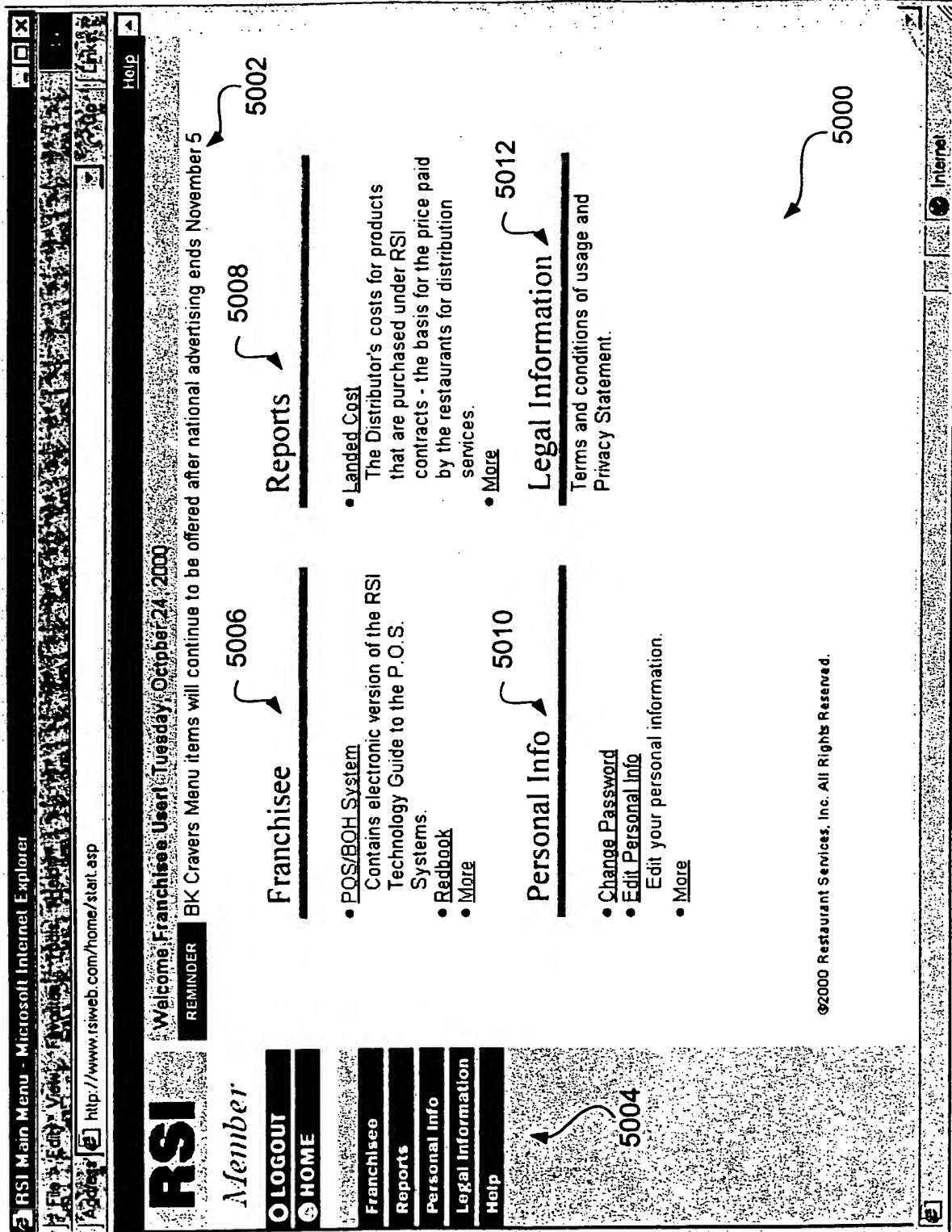


FIG. 50

09816454-060601

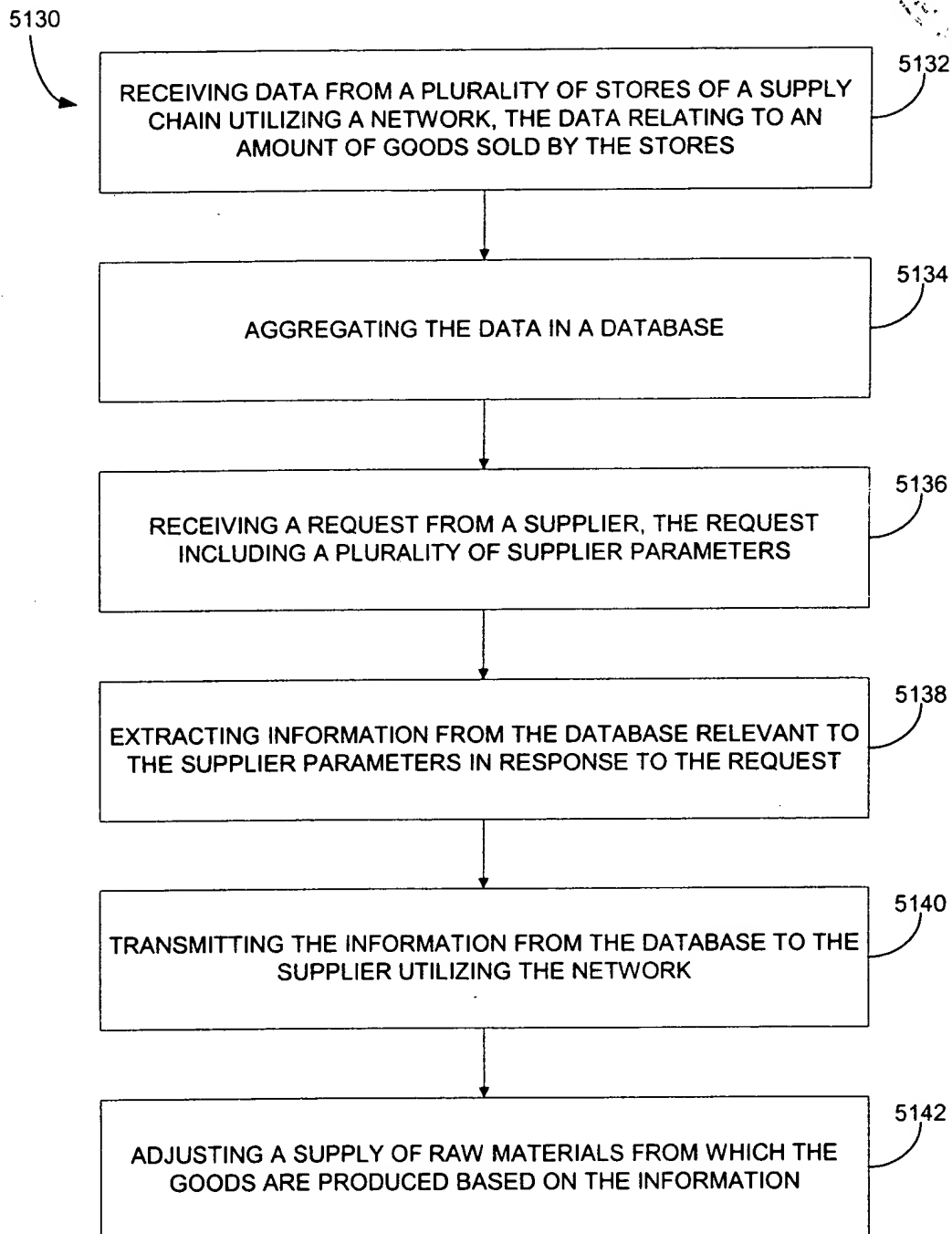


FIG. 51

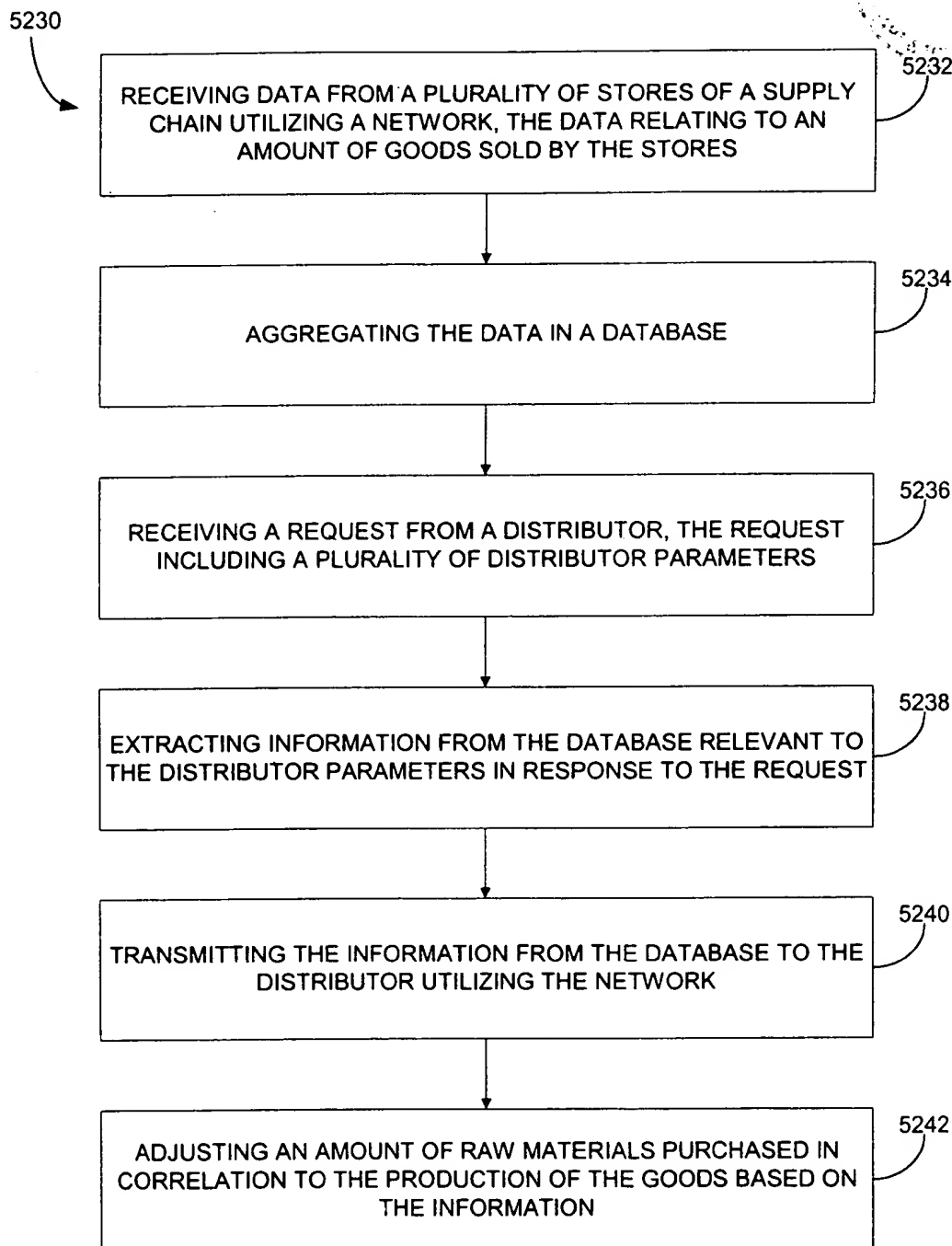


FIG. 52

109090"4549T860

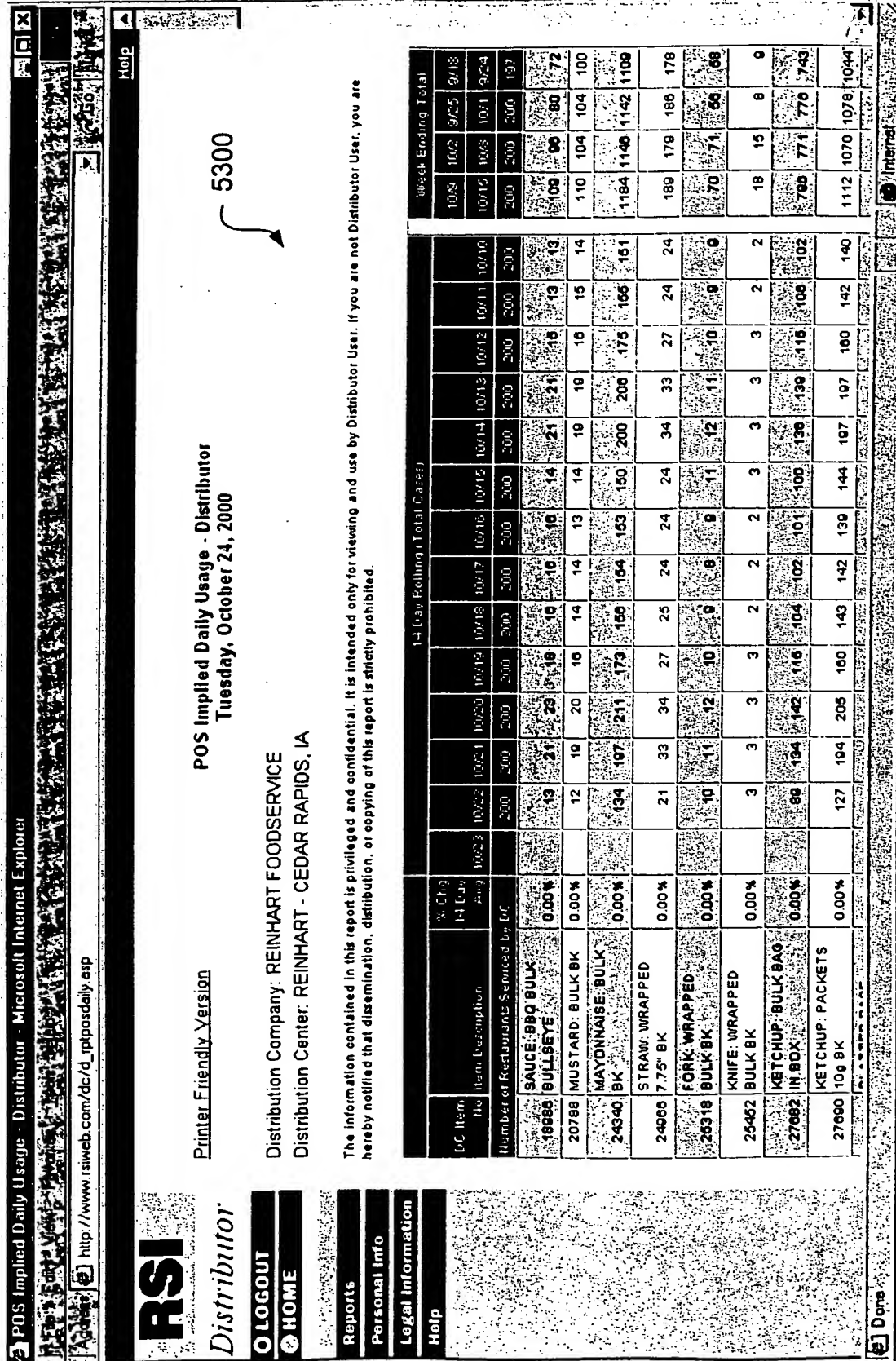


FIG. 53

FD9090"4549T860

Local DC Promotion Forecast Report - Microsoft Internet Explorer

http://test.rsilink.com/dc/d_rplpromodel.asp?dc=26576

RSI

Distributor

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

REINHART - CEDAR RAPIDS, IA

Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

Local Promotion Option	ADI	Start Date	Projected Qty Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
Chicago, IL		5/1/00	85	99	8	
Davenport-Rt-Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/1/00	85	17	28	
Omaha, NE		7/1/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
Sioux City, IA		6/23/00	85	99	10	
Springfield-Decatur-Chmpg, IL		6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	10	
Davenport-Rt-Moline, IA		4/15/00		99	17	
Ottumwa-Kirksville, IA		4/15/00		99	3	
Big King Total					39	
Pancake Minis						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
Sioux City, IA		4/15/00	20	99	10	
Pancake Minis Total					35	

Done

Internet

FIG. 54

T09090"4549T860

POS Implied Daily Usage - Supplier - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/supplier/s_rposdaily.asp?report=tlue

66 10/24

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RSI

Supplier

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Help

Supplier: TYSON FOODS

Remove

POS Implied Daily Usage - Supplier

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier

Tuesday, October 24, 2000

Supplier: TYSON FOODS

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FCB Point	DC	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	Week Ending Total
Total of DC Locations																		
CHICKEN 6		PATTY	0.00%		90	137	144	111	100	98	95	100	134	137	128	100	100	780 774 786 791
CHICKEN 7		BROILER BK	0.00%		35	51	60	48	45	43	43	40	53	60	48	45	41	330 327 354 344
CHICKEN 8		TENDERS	0.00%		222	338	337	265	240	228	226	240	346	316	265	228	223	1,815 1,808 1,416 1,203
CHICKEN																		

Date

Internet

FIG. 55

Help

Landed Cost Report

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

10/22/00

Date:

Restaurant Number:

21.000.00

HOME

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Franchisee User. If you are not Franchisee User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE THERMAL 2.26" X 105'	\$21.27	\$1.57	\$22.84
12880	3586	SUGAR SUBSTITUTE PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
19680	359	SAUCE-BULK-KRAFT BULL'S EYE	\$24.46	\$1.57	\$26.05
19432	4473	COFFEE FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20768	67	MUSTARD-BULK 30AL	\$6.46	\$1.57	\$8.02
20840	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK-MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98
				Internet	

[E] Done

FIG. 56

09816454-060601

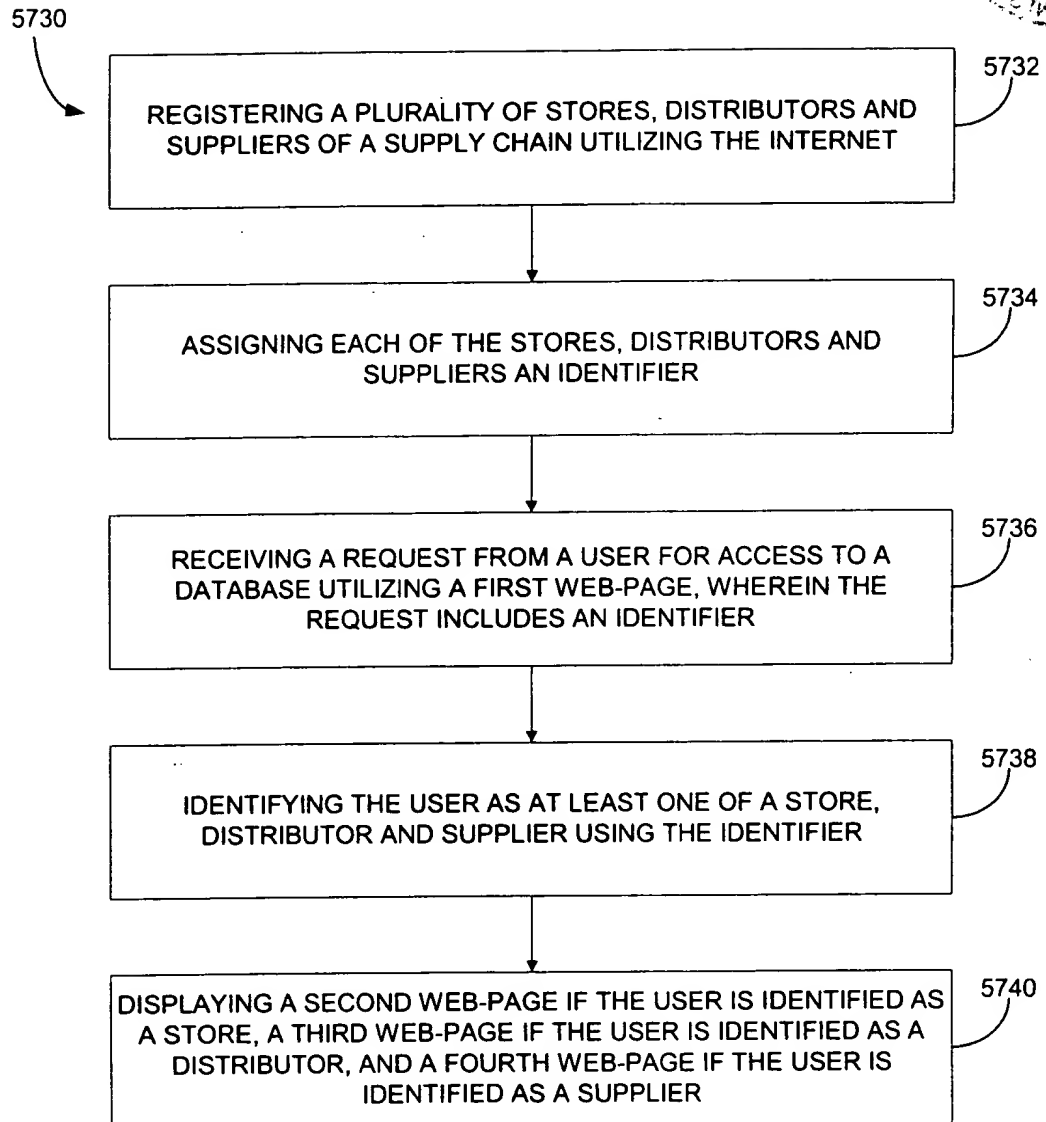


FIG. 57

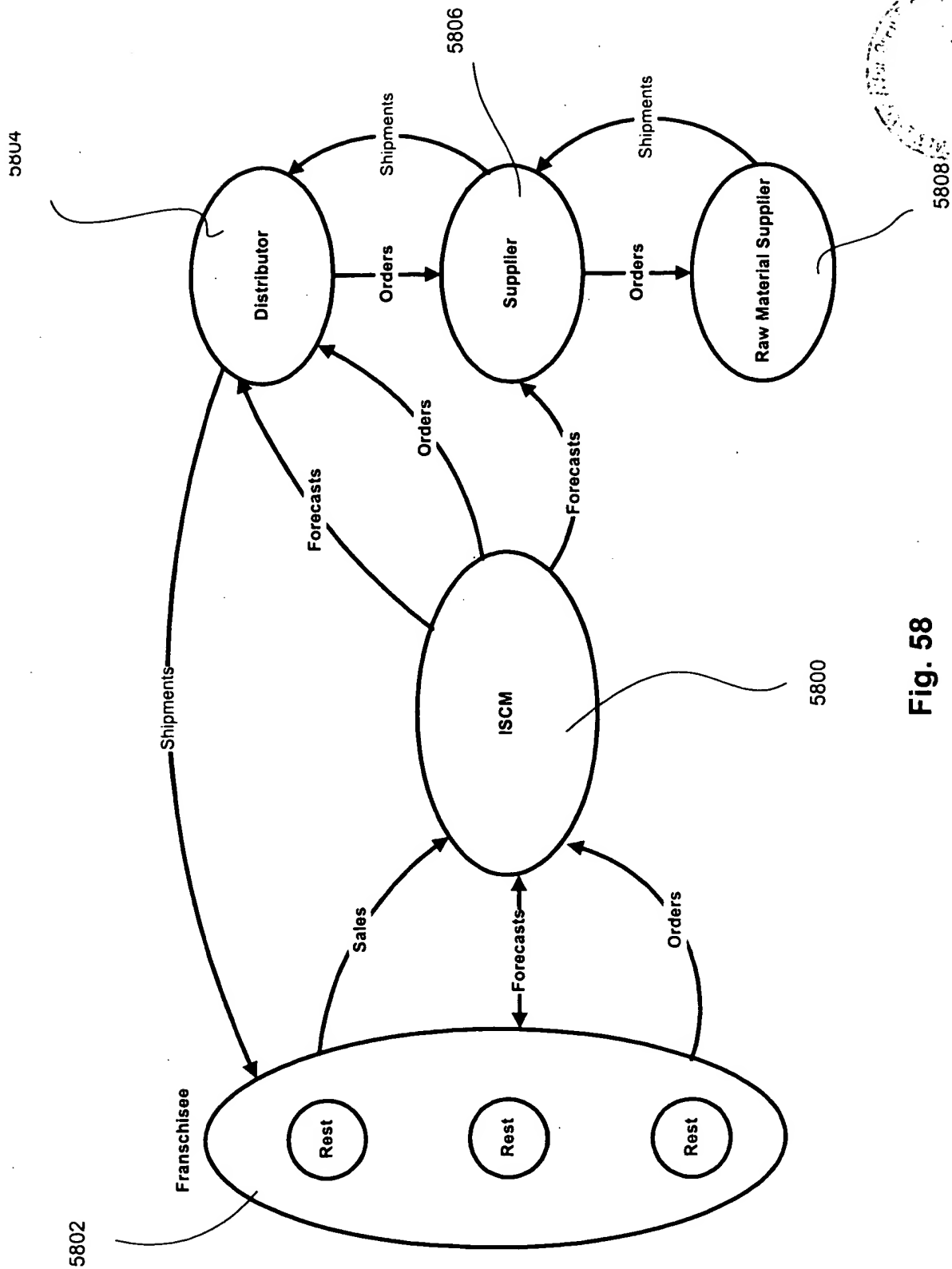


Fig. 58

09816454-060601

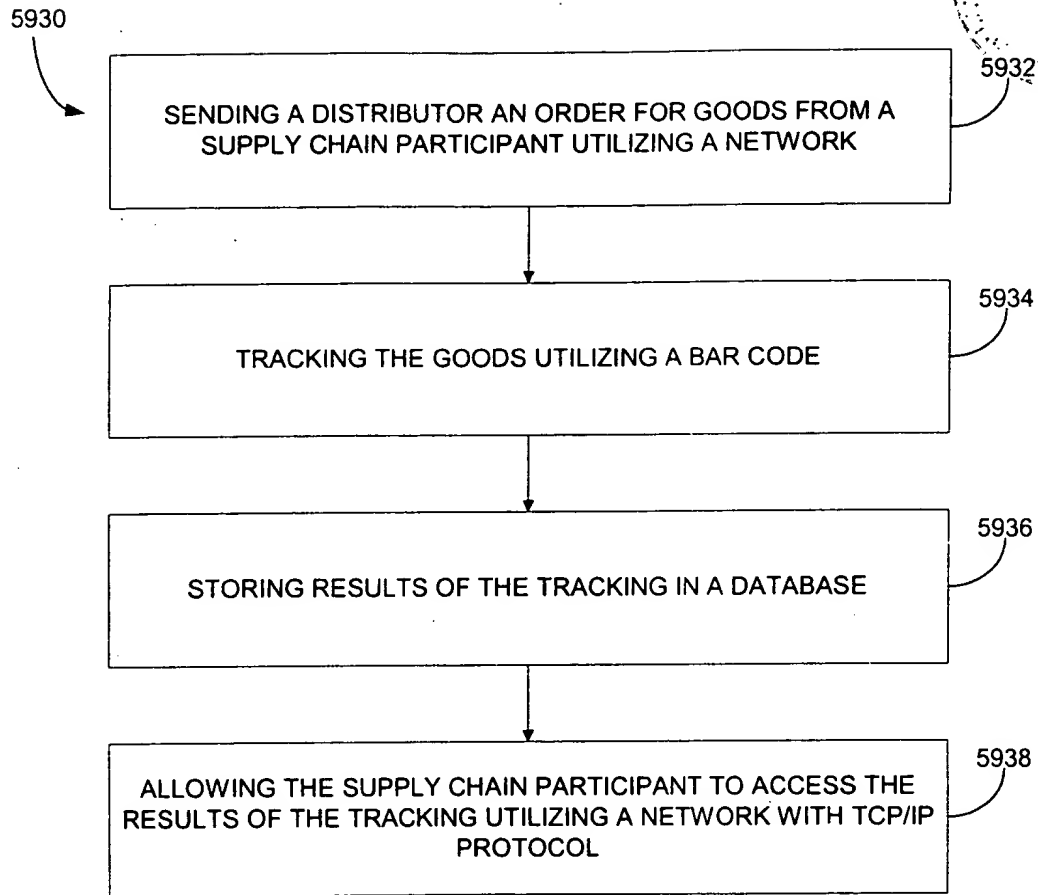


FIG. 59

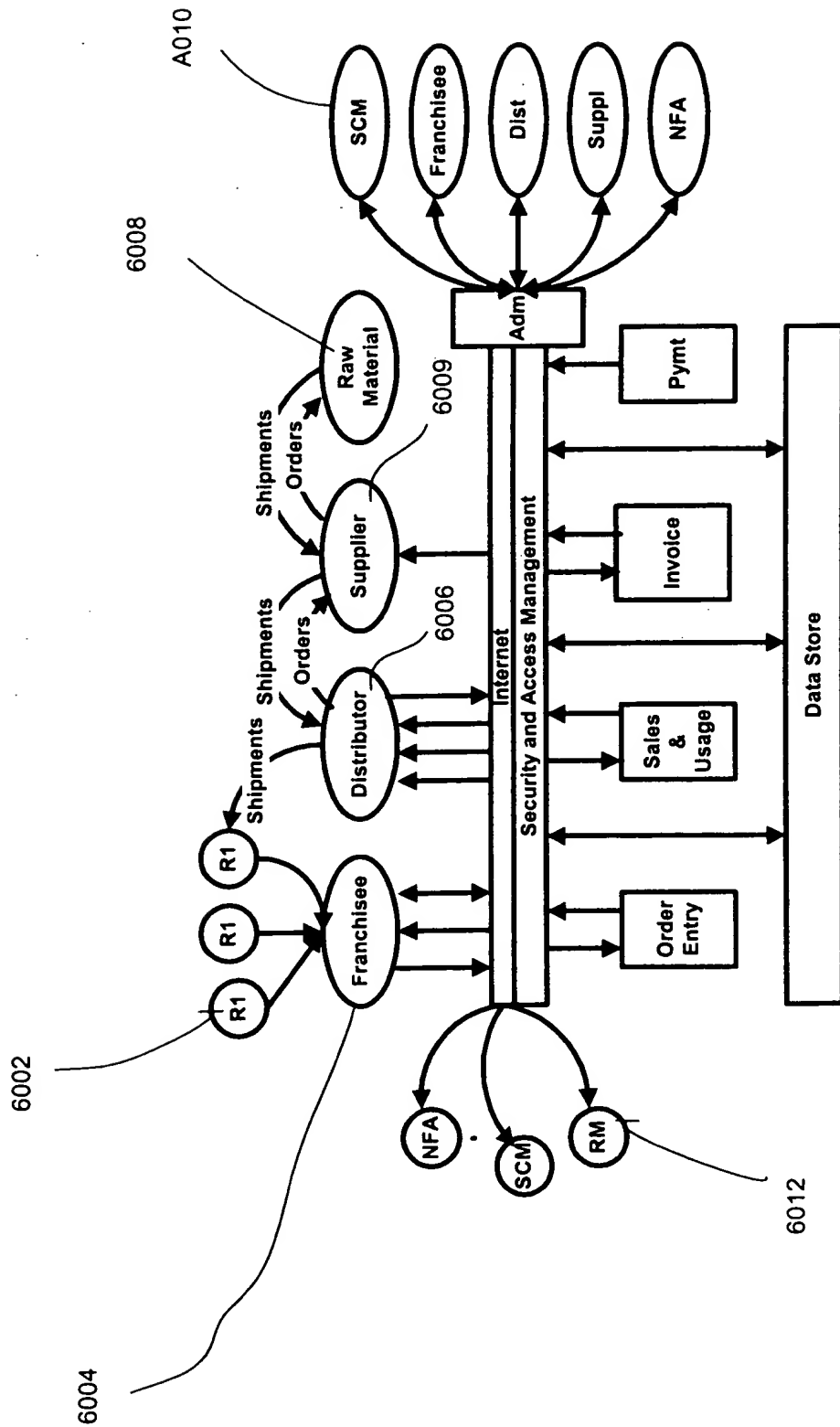


Fig. 60

FOCUS 4545T860

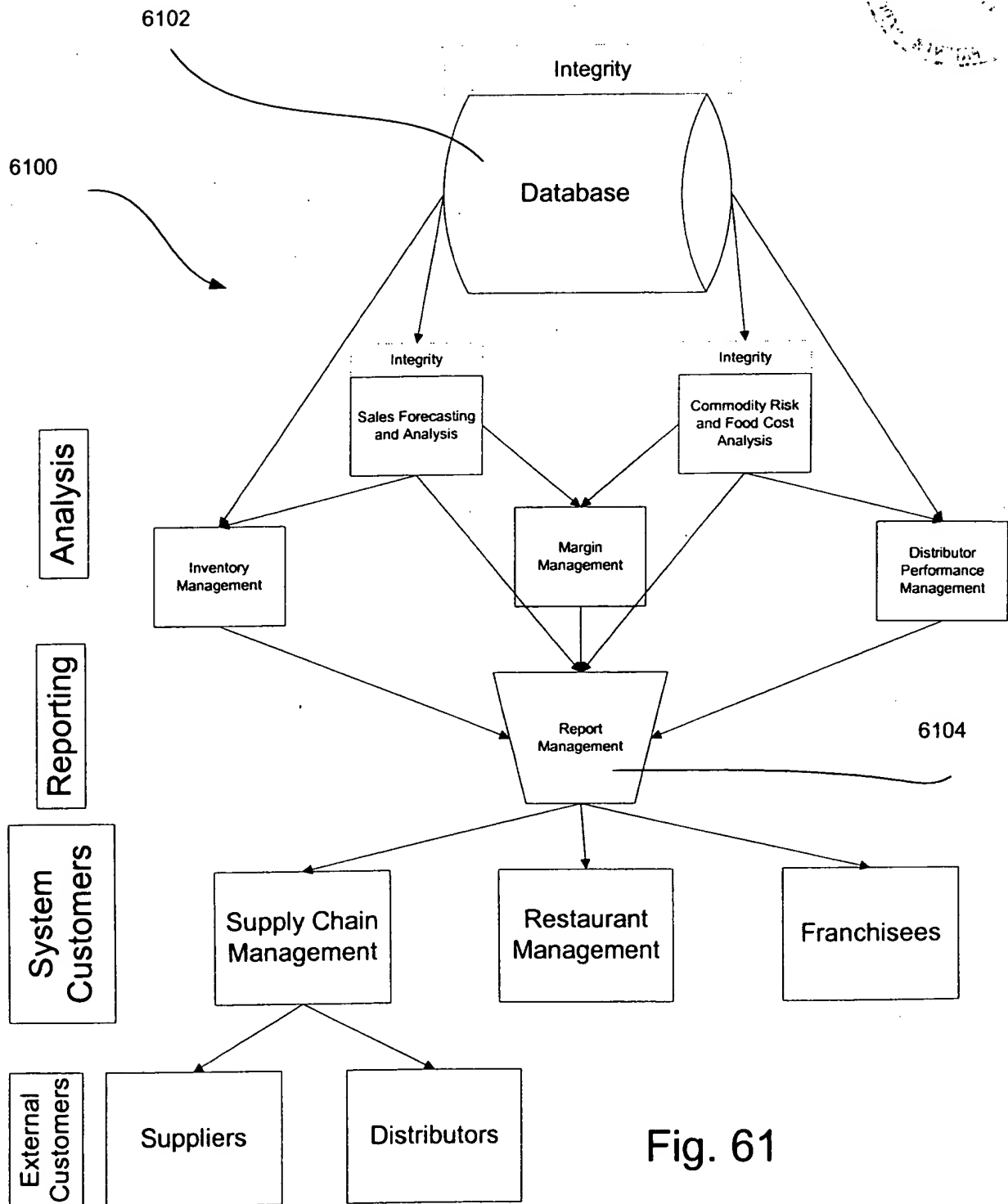


Fig. 61

09816454-060601

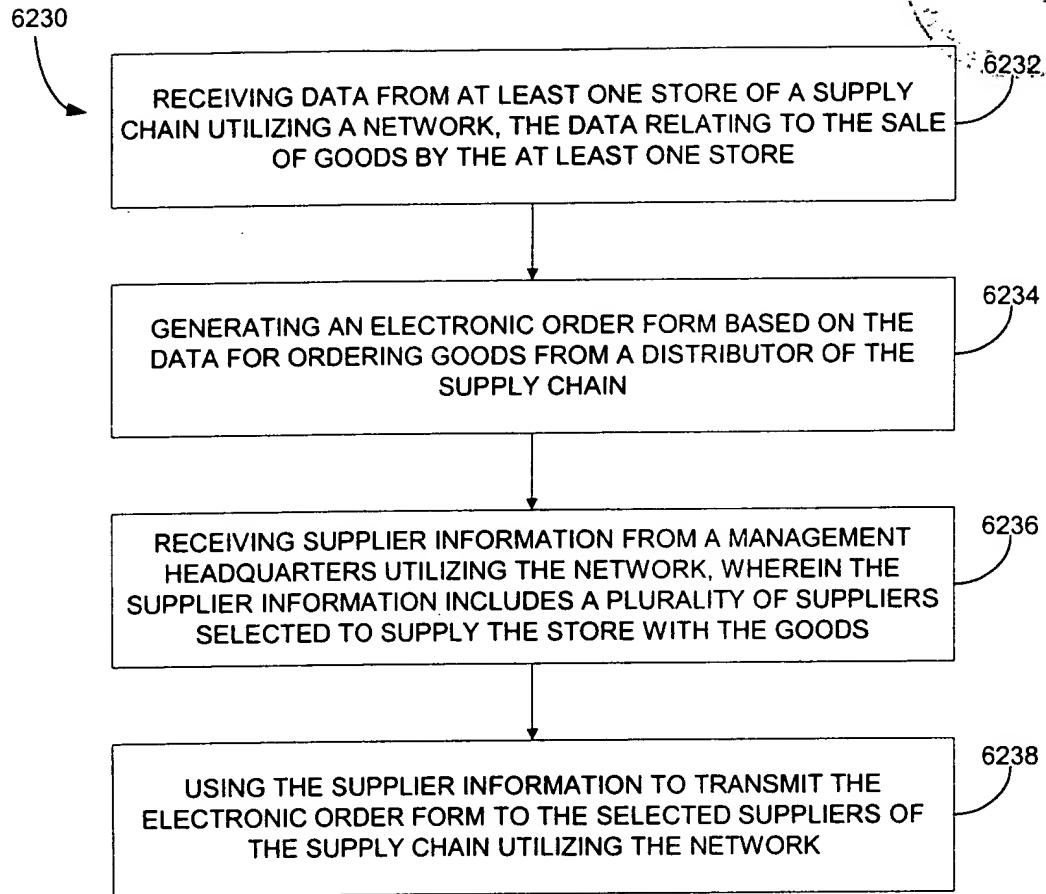


FIG. 62

6300

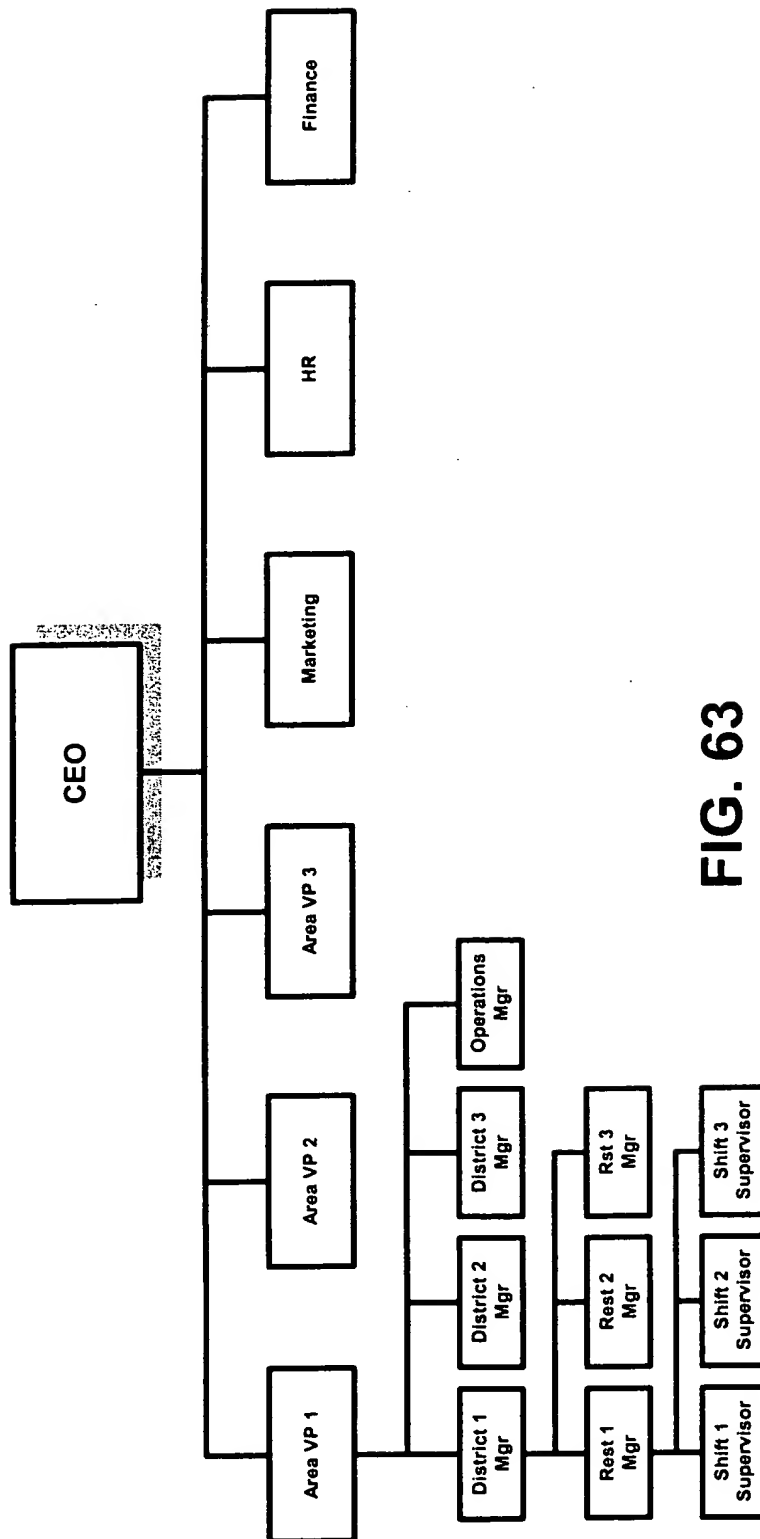


FIG. 63

09816454-060601

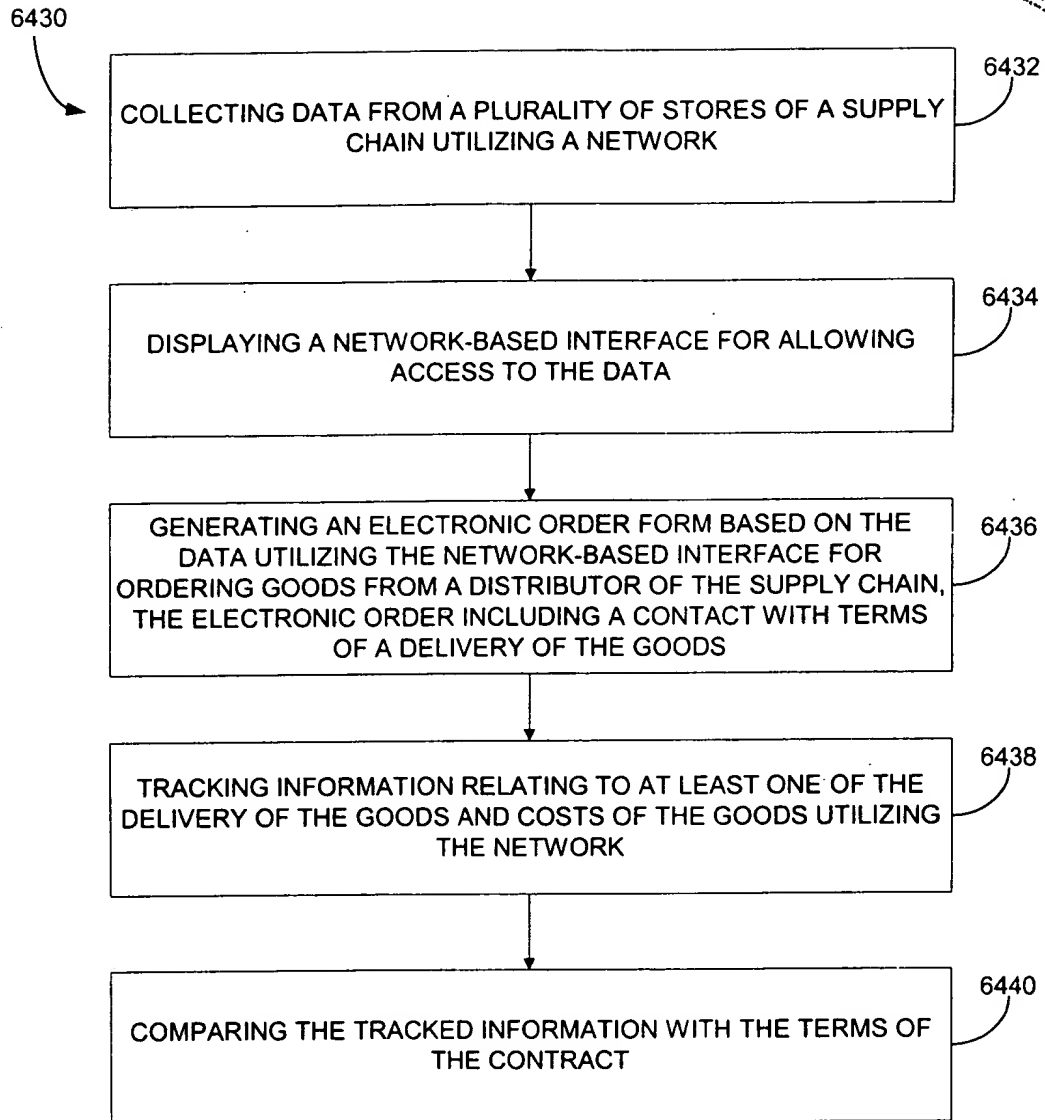


FIG. 64

09816454-060601

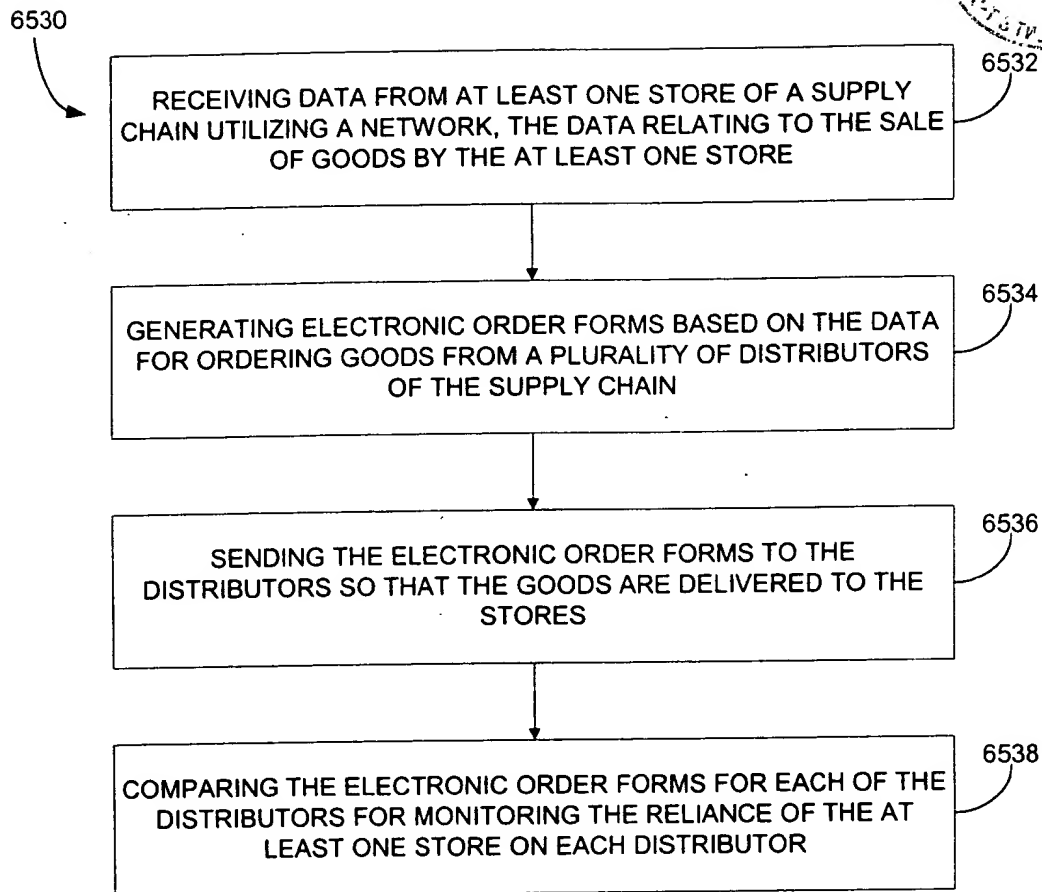


FIG. 65

FIG. 66

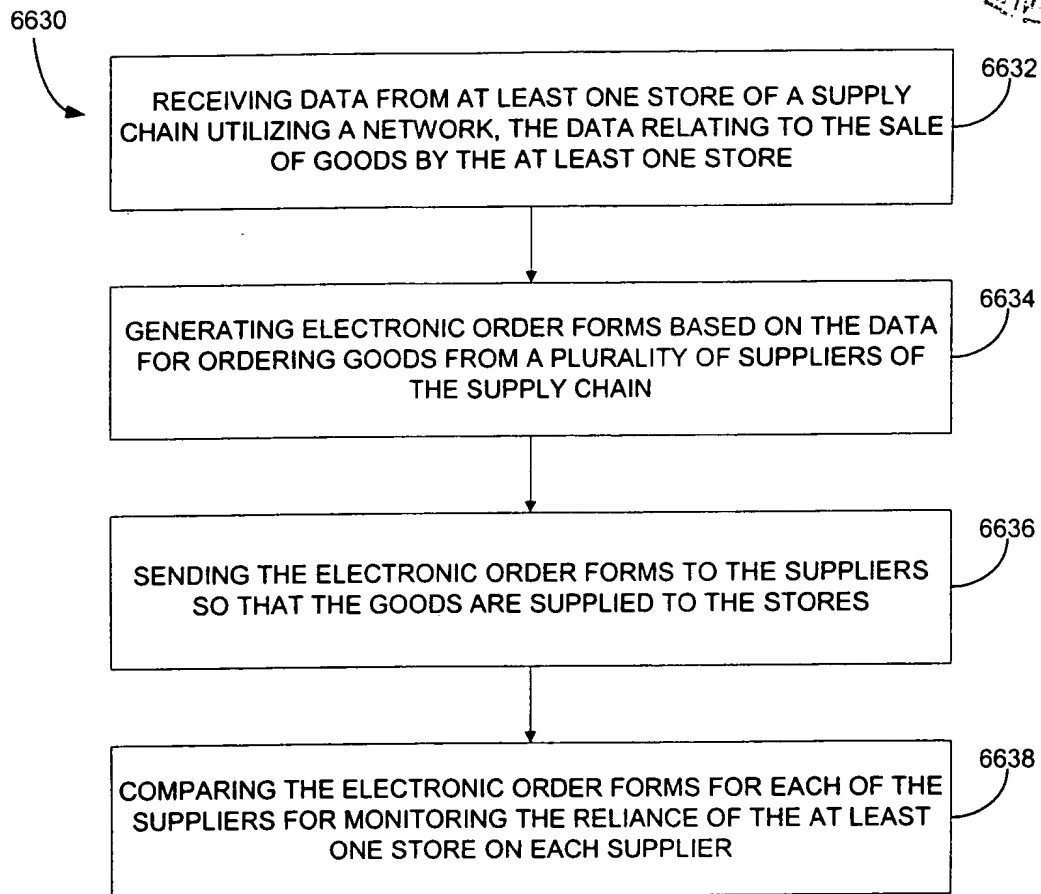


FIG. 66

09316454-060601

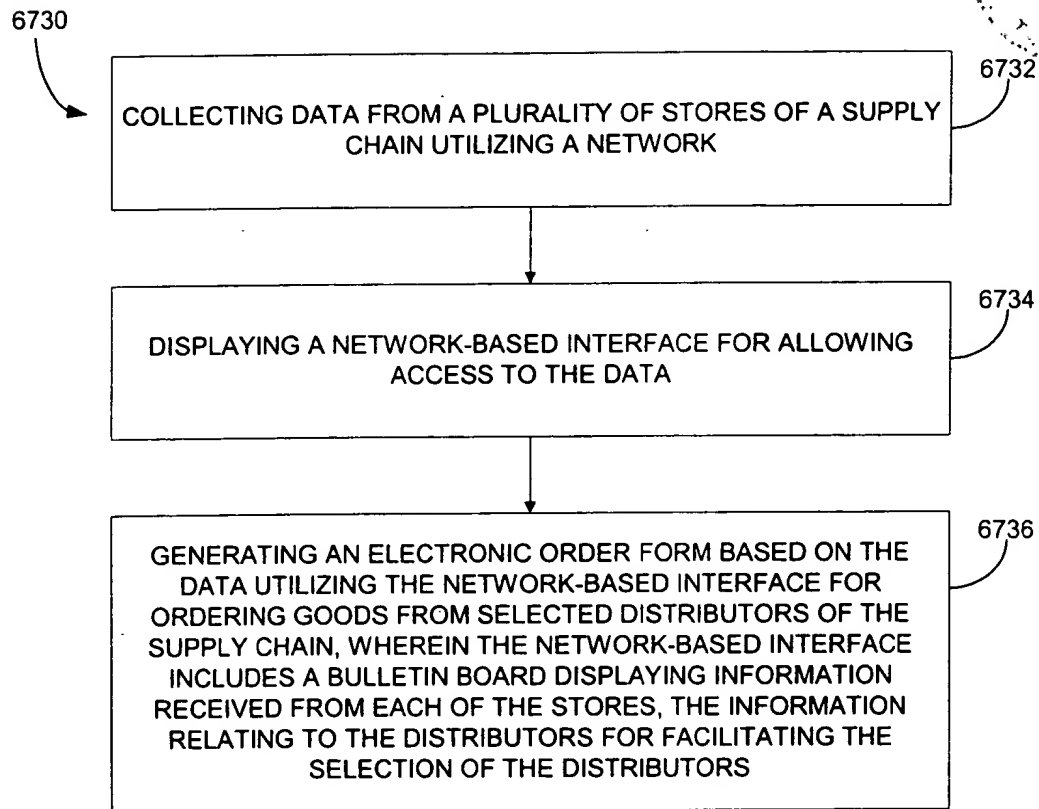


FIG. 67

09816454-060601

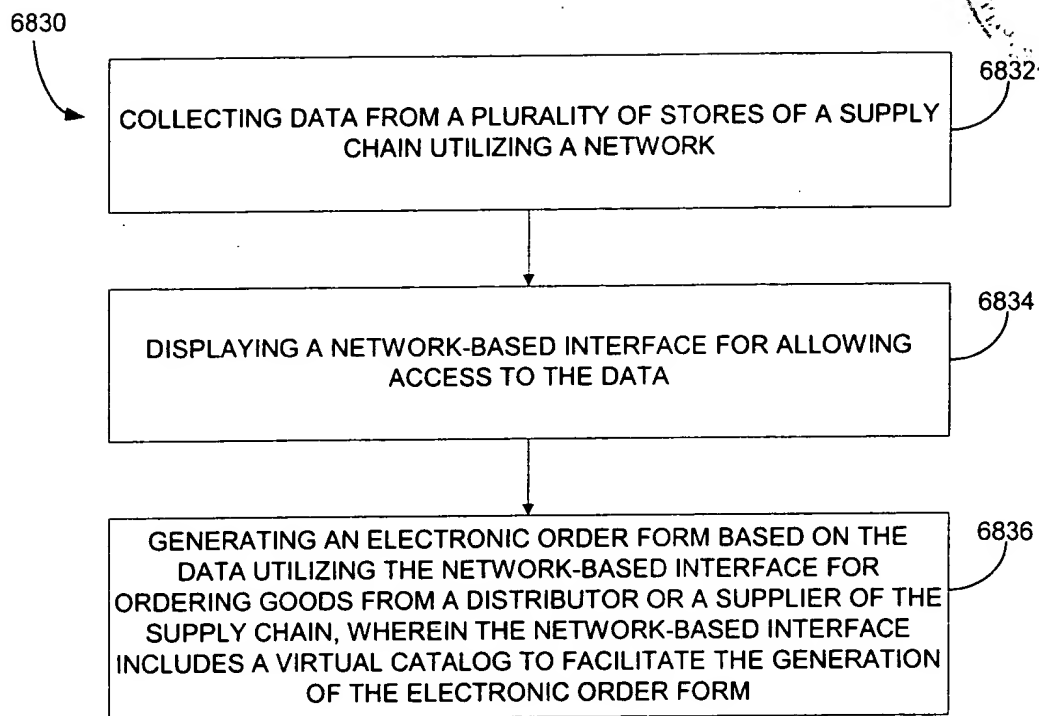


FIG. 68

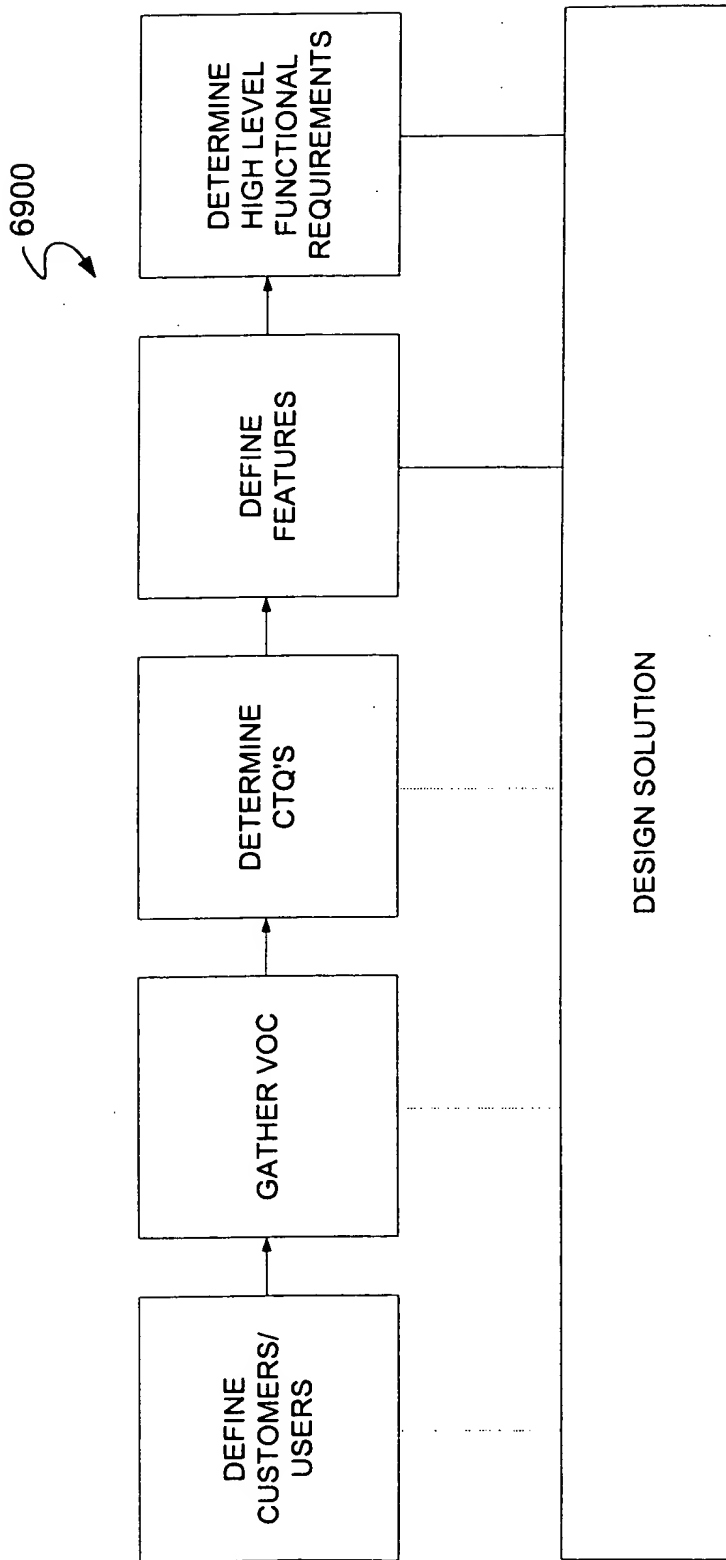
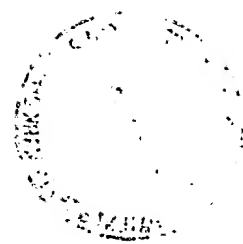


FIG. 69



09816454-060601

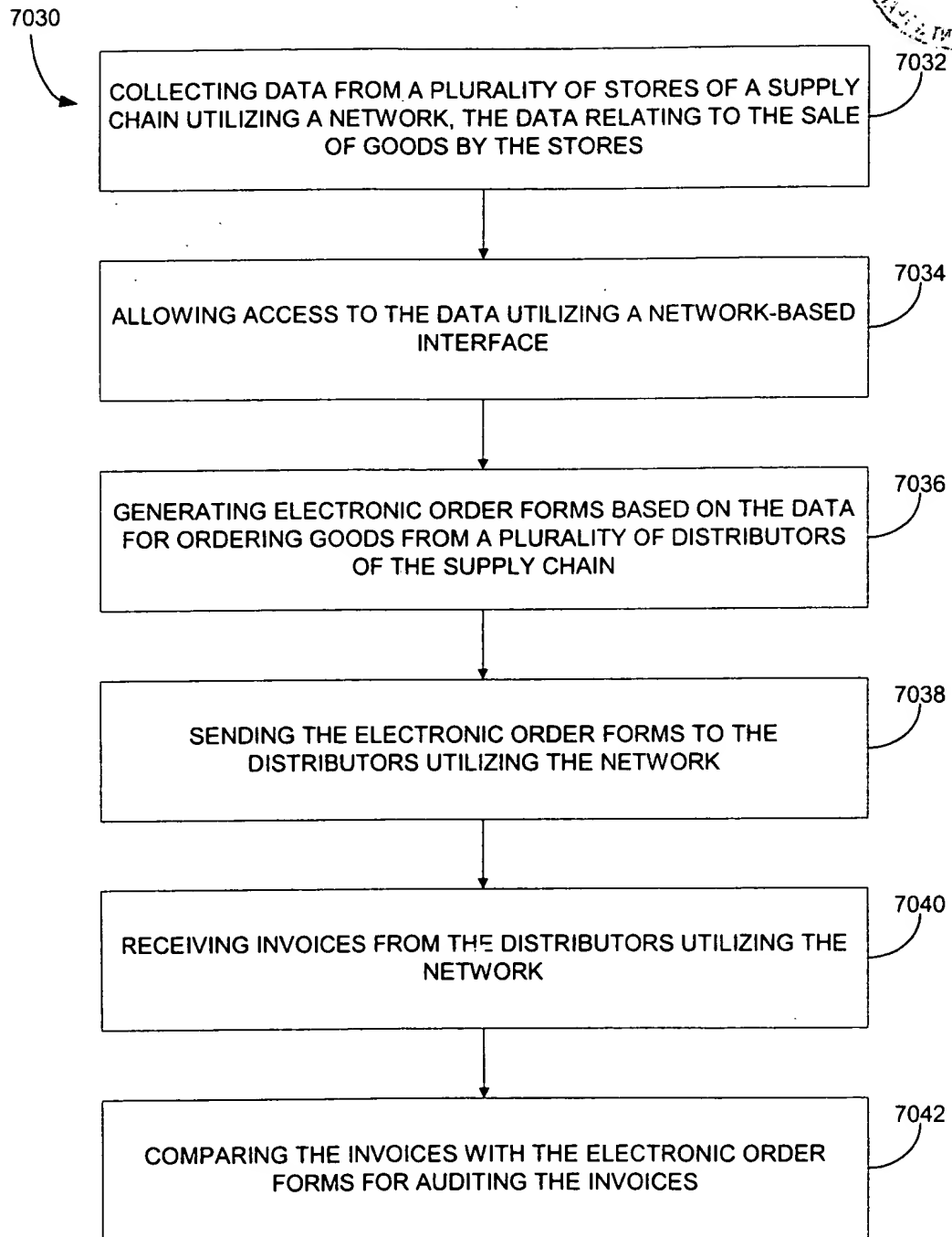


FIG. 70

09816454.060601

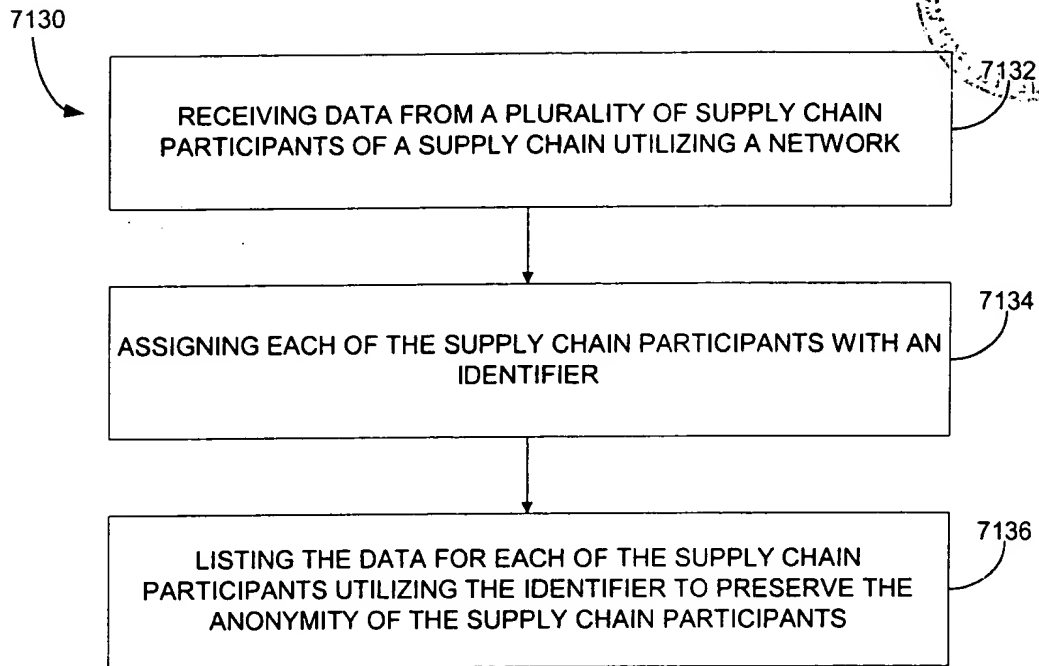


FIG. 71

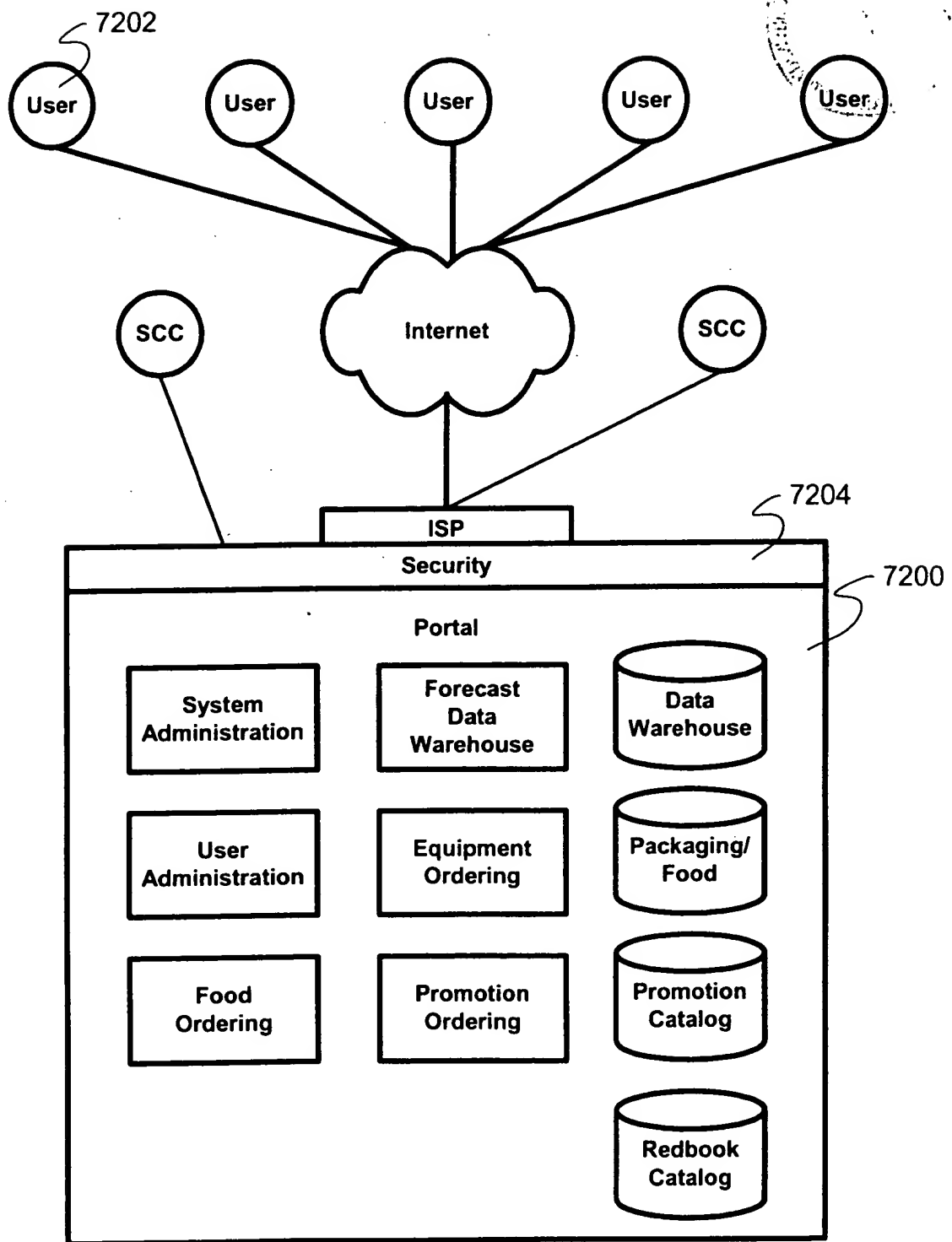


FIG. 72

09816454-030601

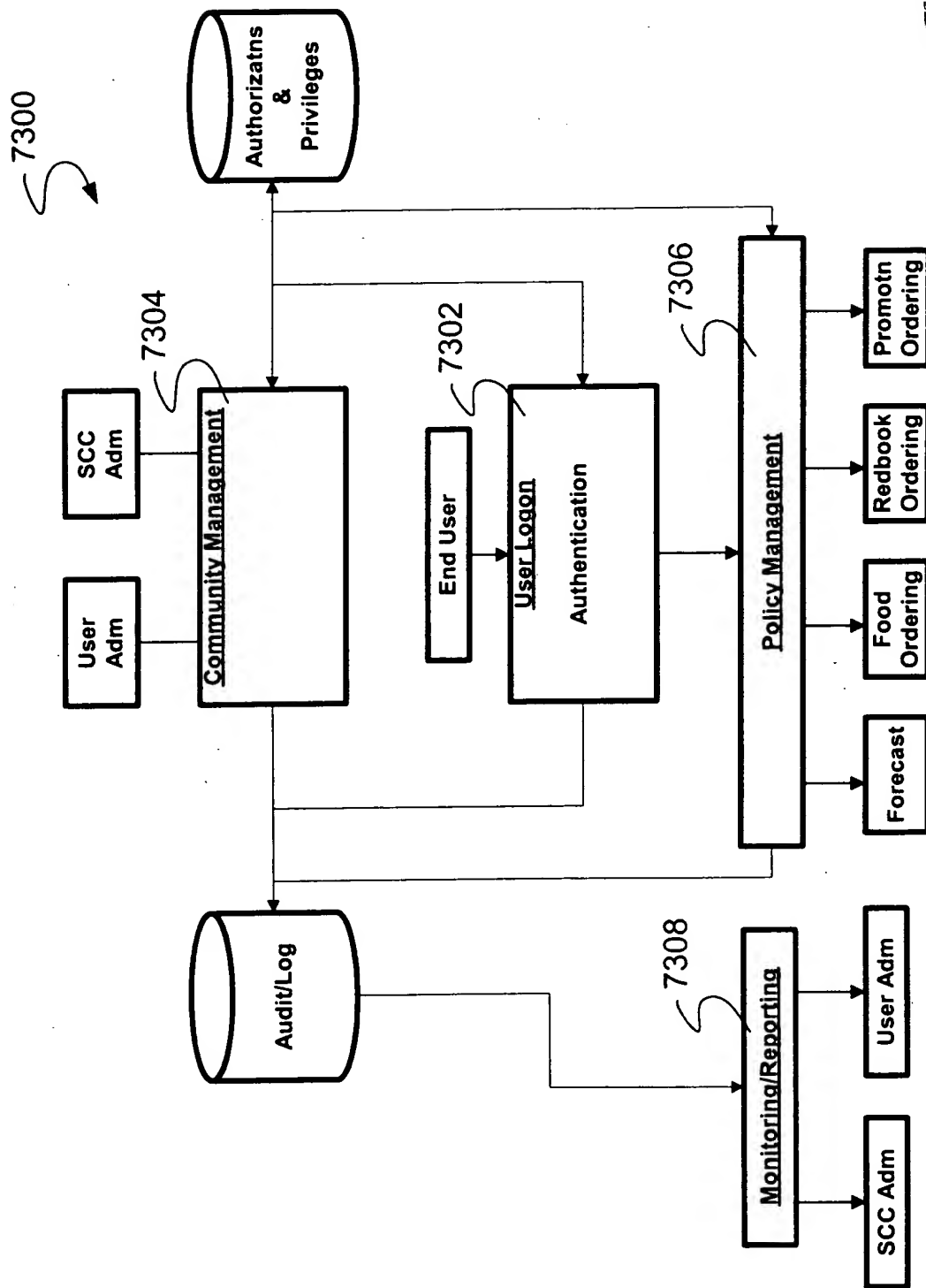


FIG. 73

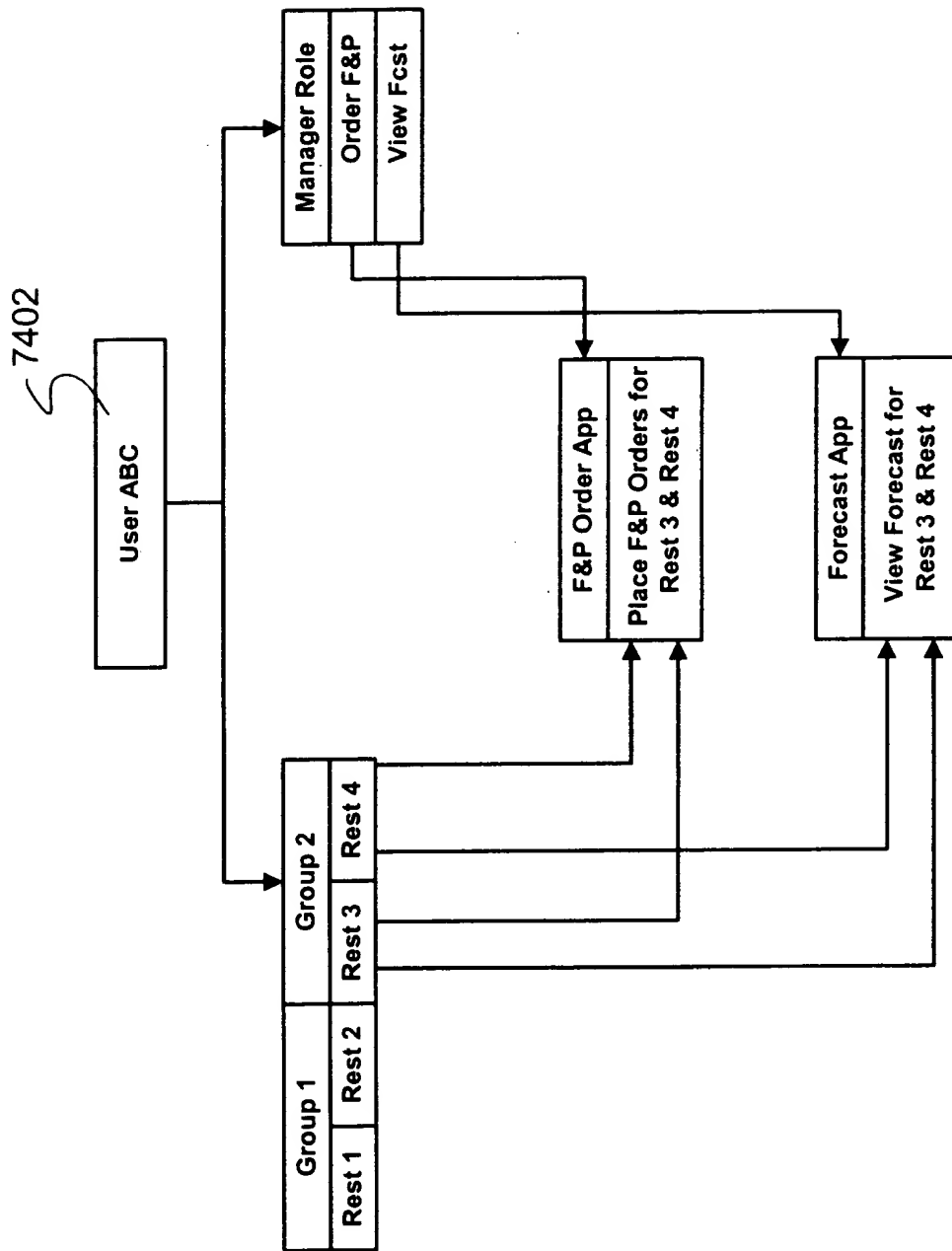


FIG. 74

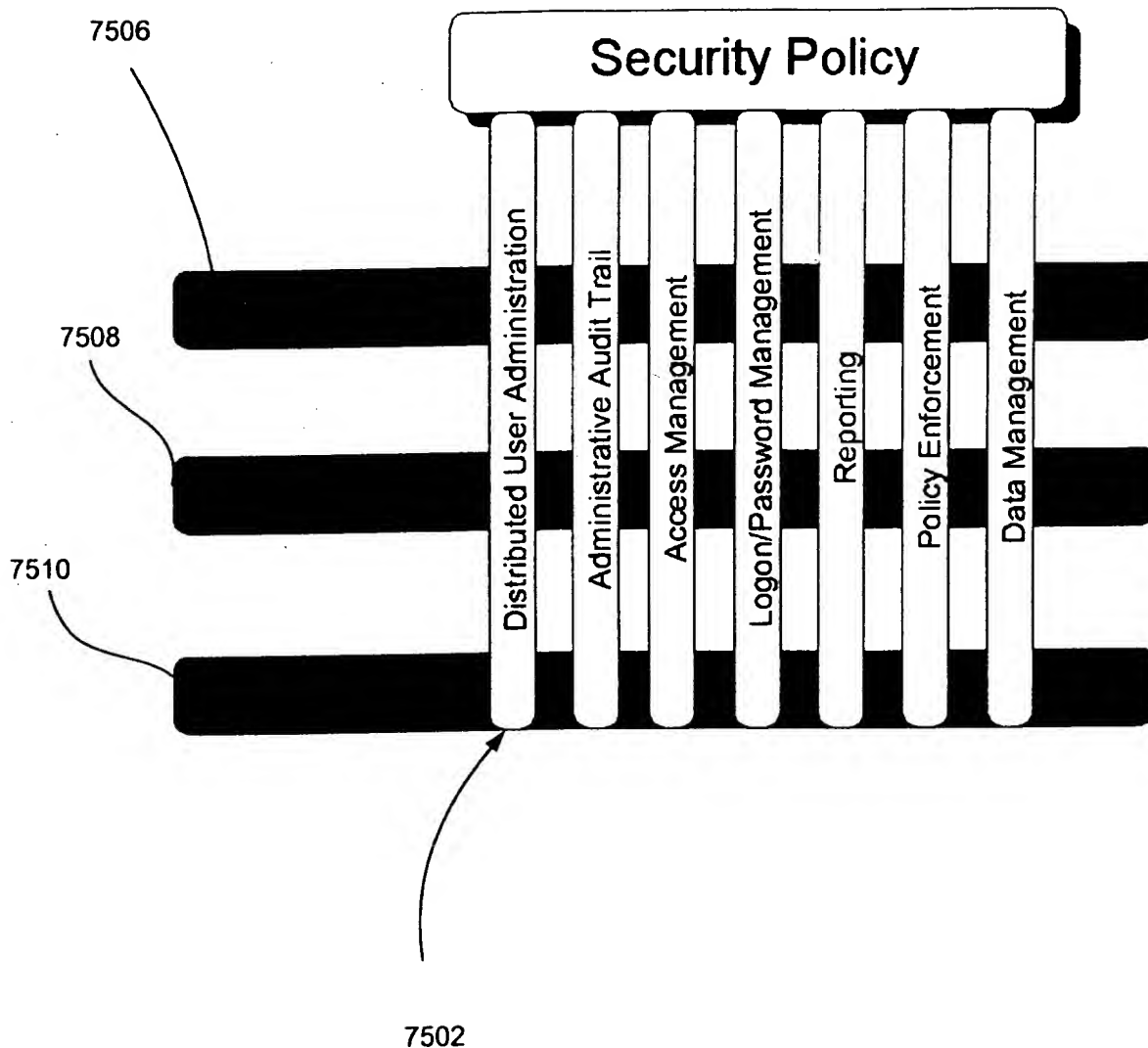


Fig. 75

09816454.060601

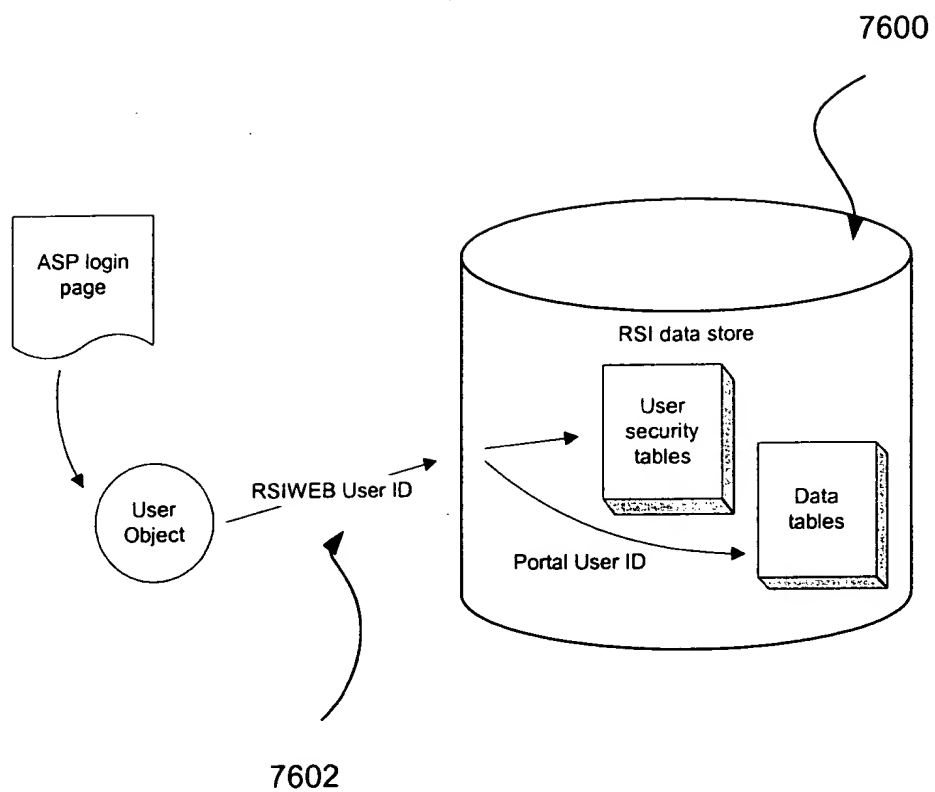


Fig. 76

09816454-060601

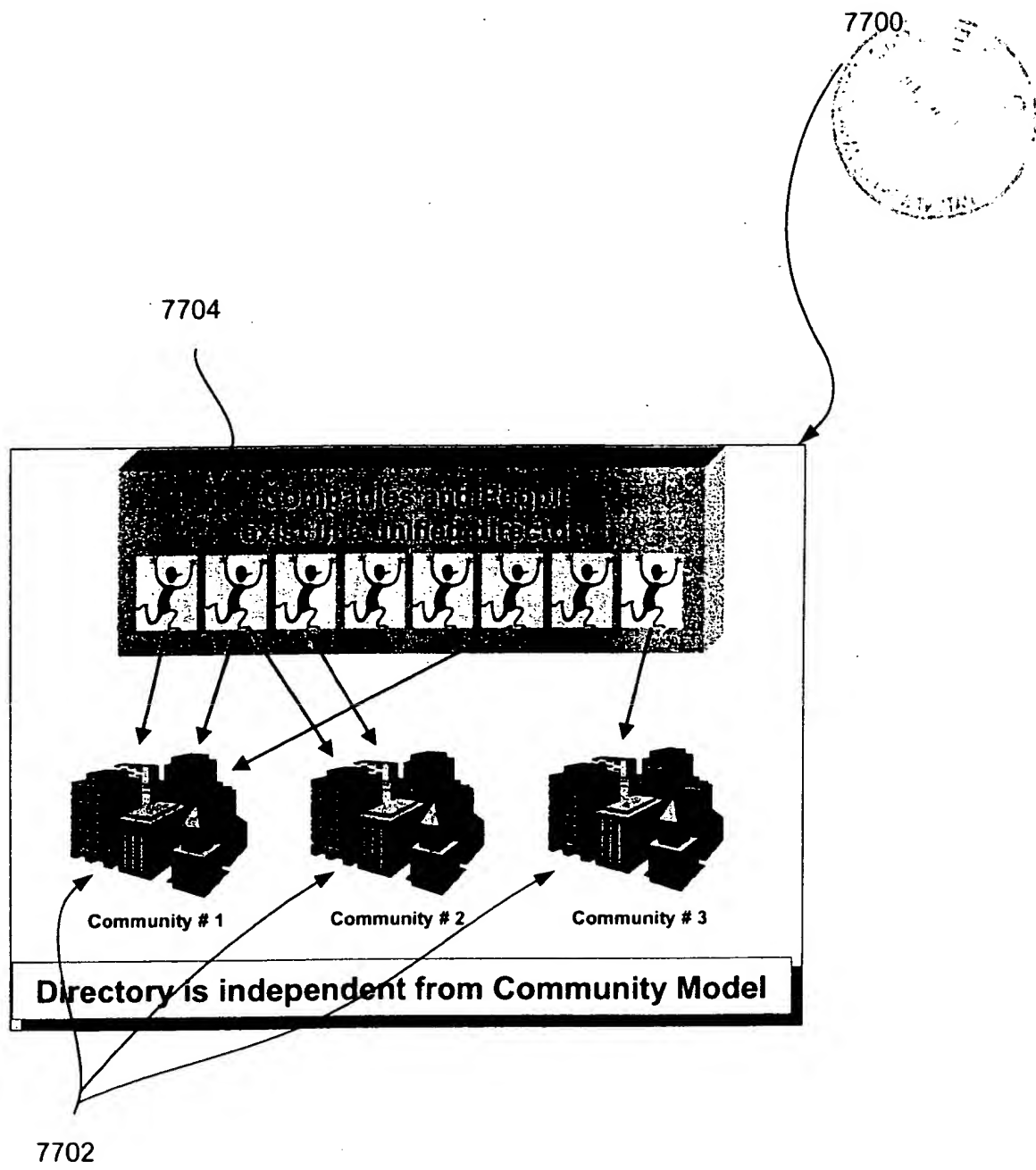


Fig. 77

091644-060601

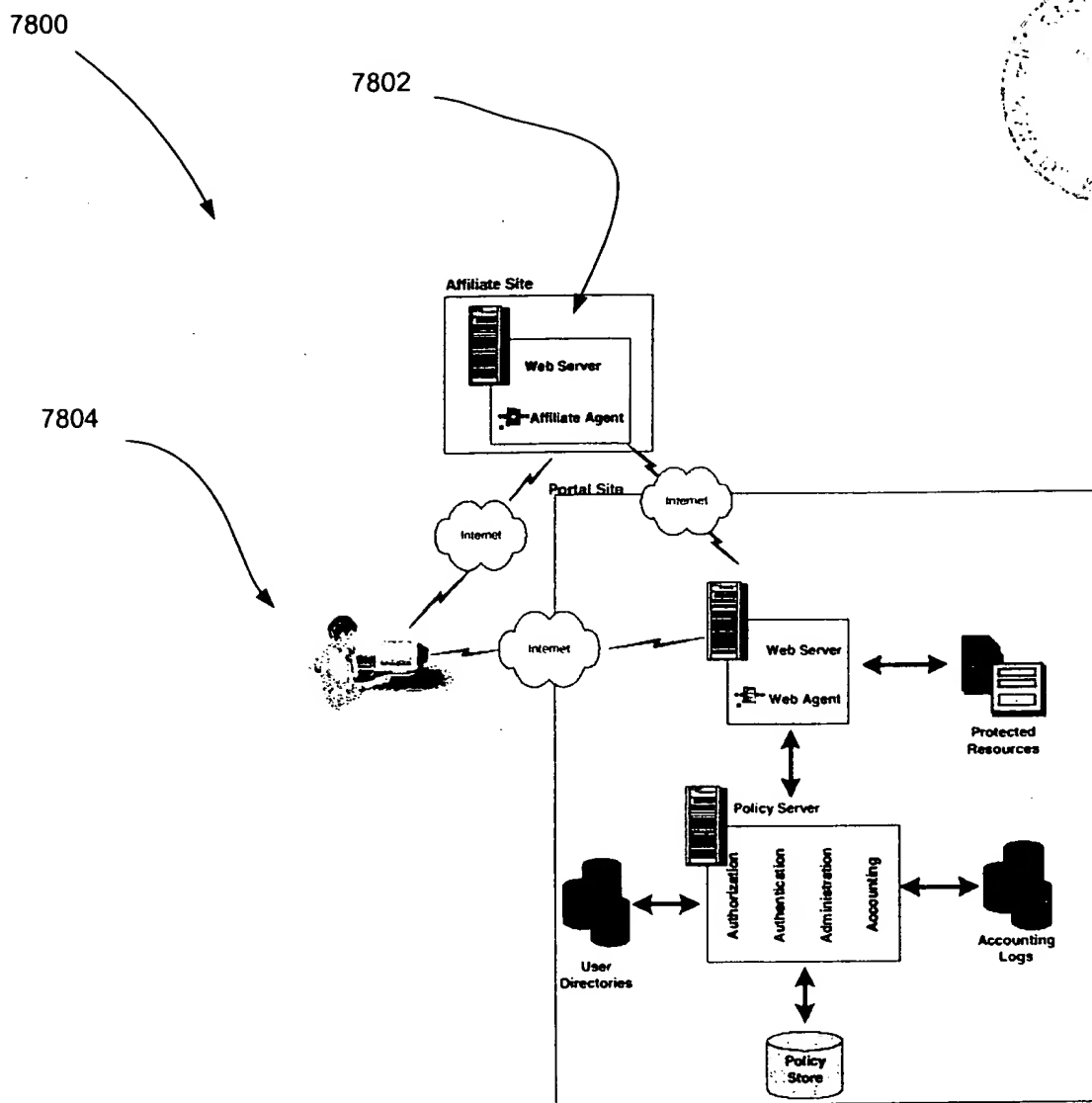


Fig. 78

09616454.060601

7900

7902

Policy-Based Web Security Model

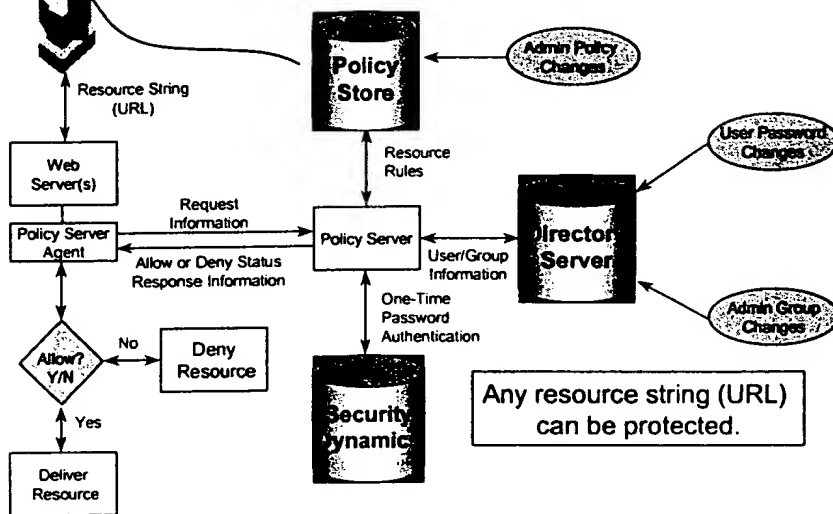


Fig. 79

09816454.050601

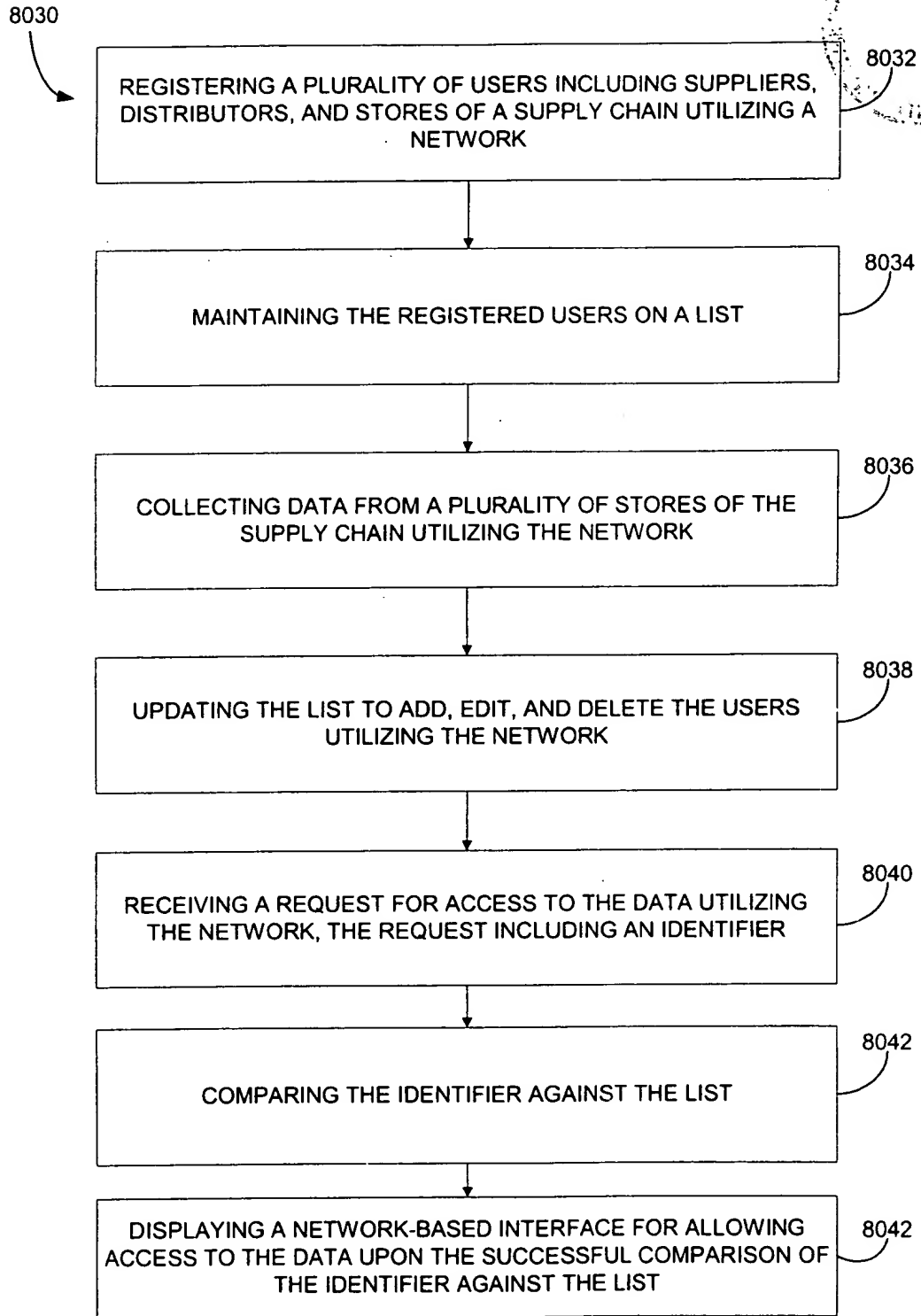


FIG. 80

09316454-060601

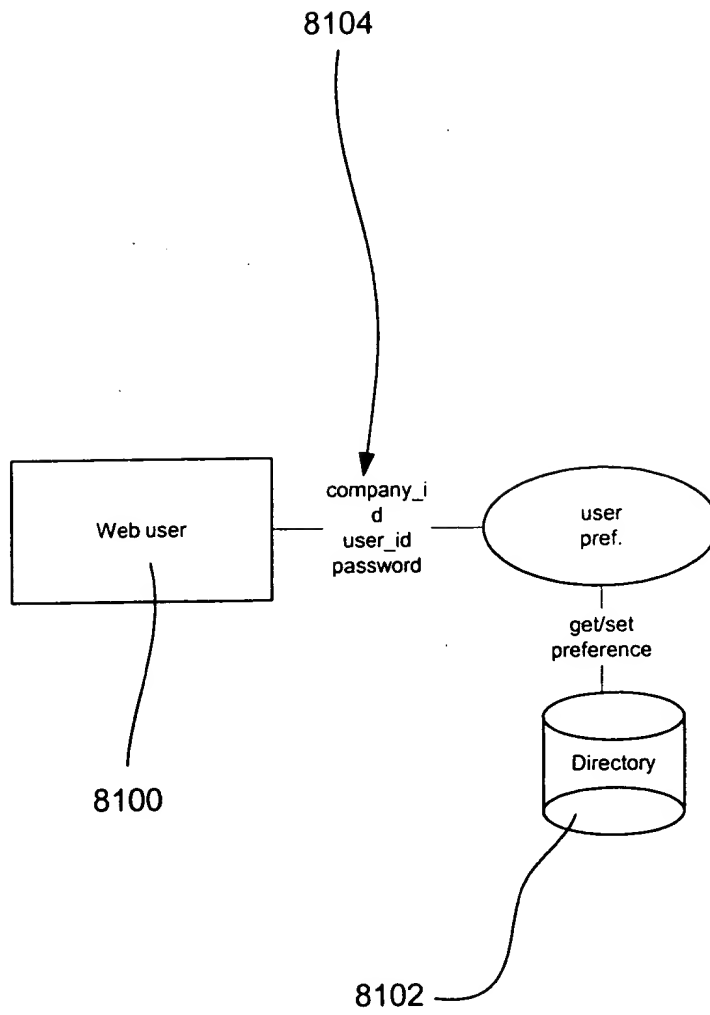


Fig. 81

8200

8202

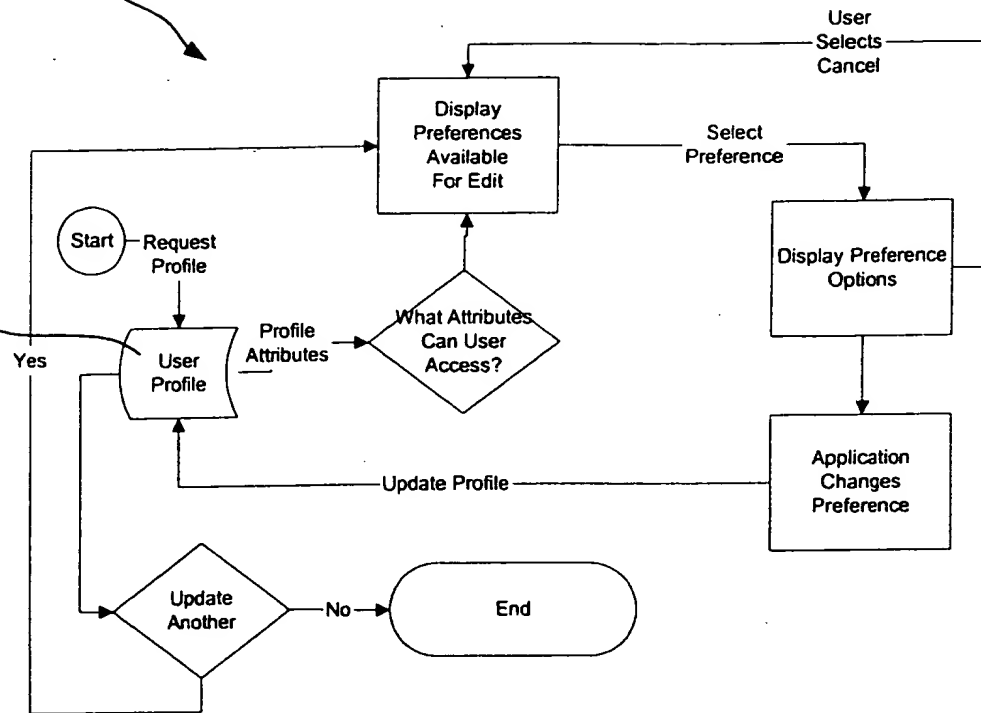


Fig. 82

09816454-060601

109090-4549T860

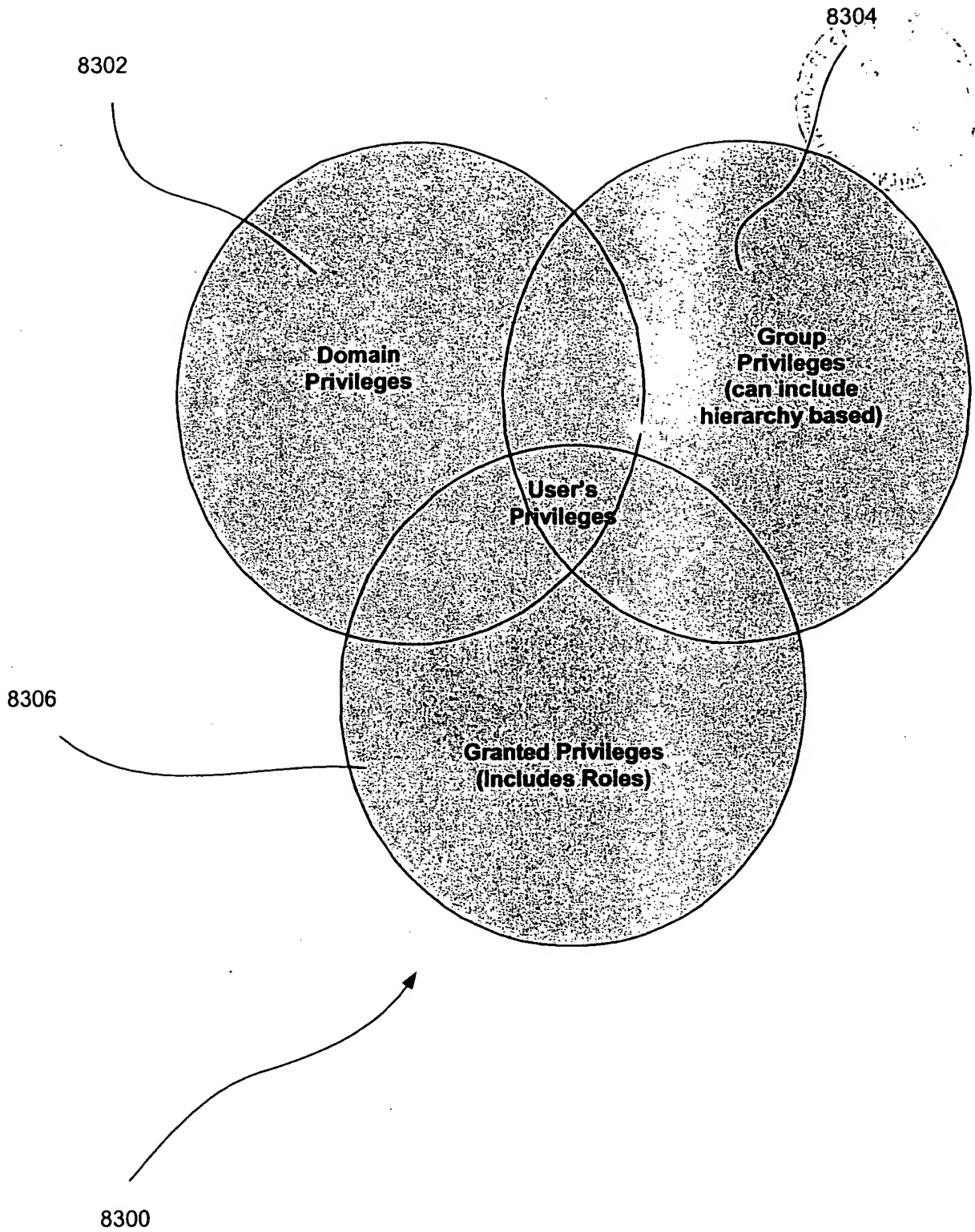


Fig. 83

09216454-060601

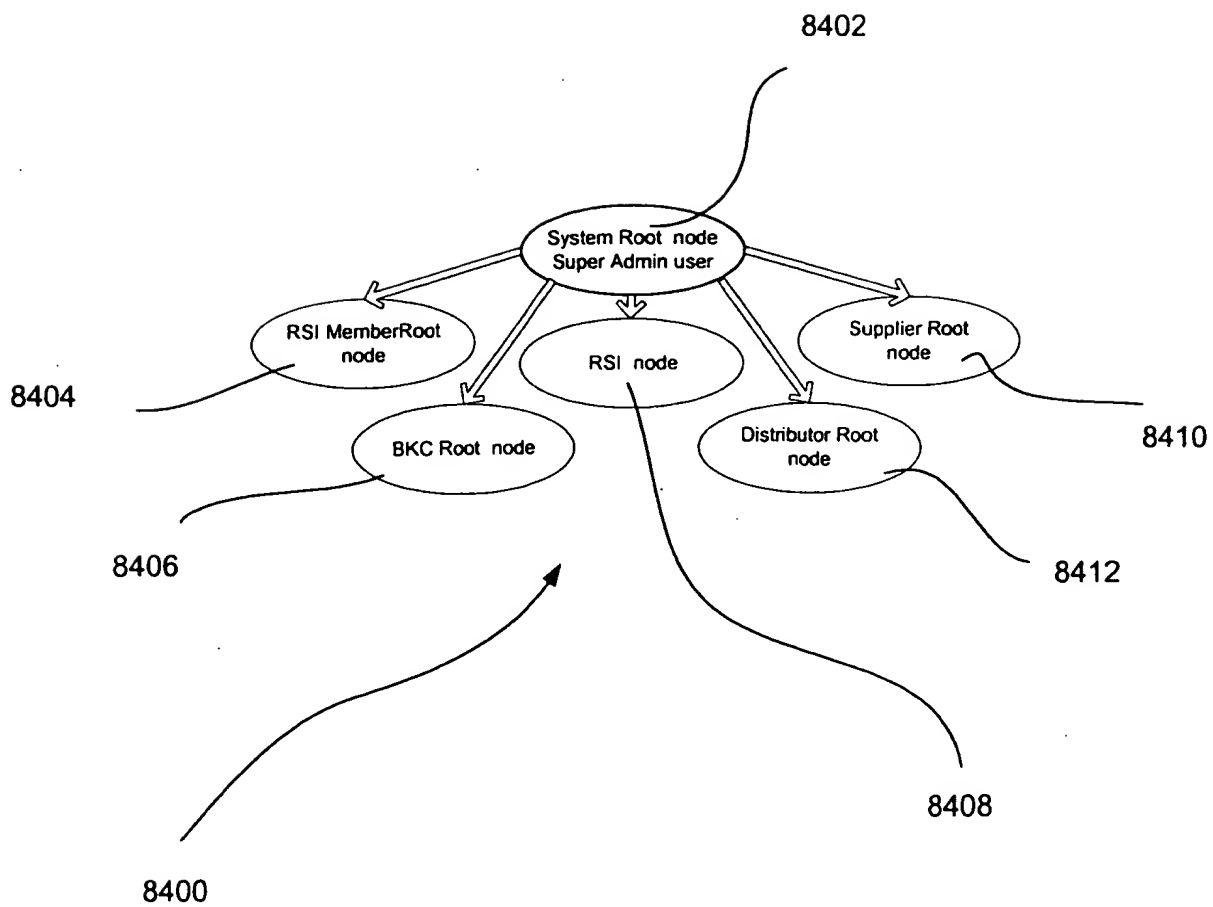


Fig. 84

09316454-060601

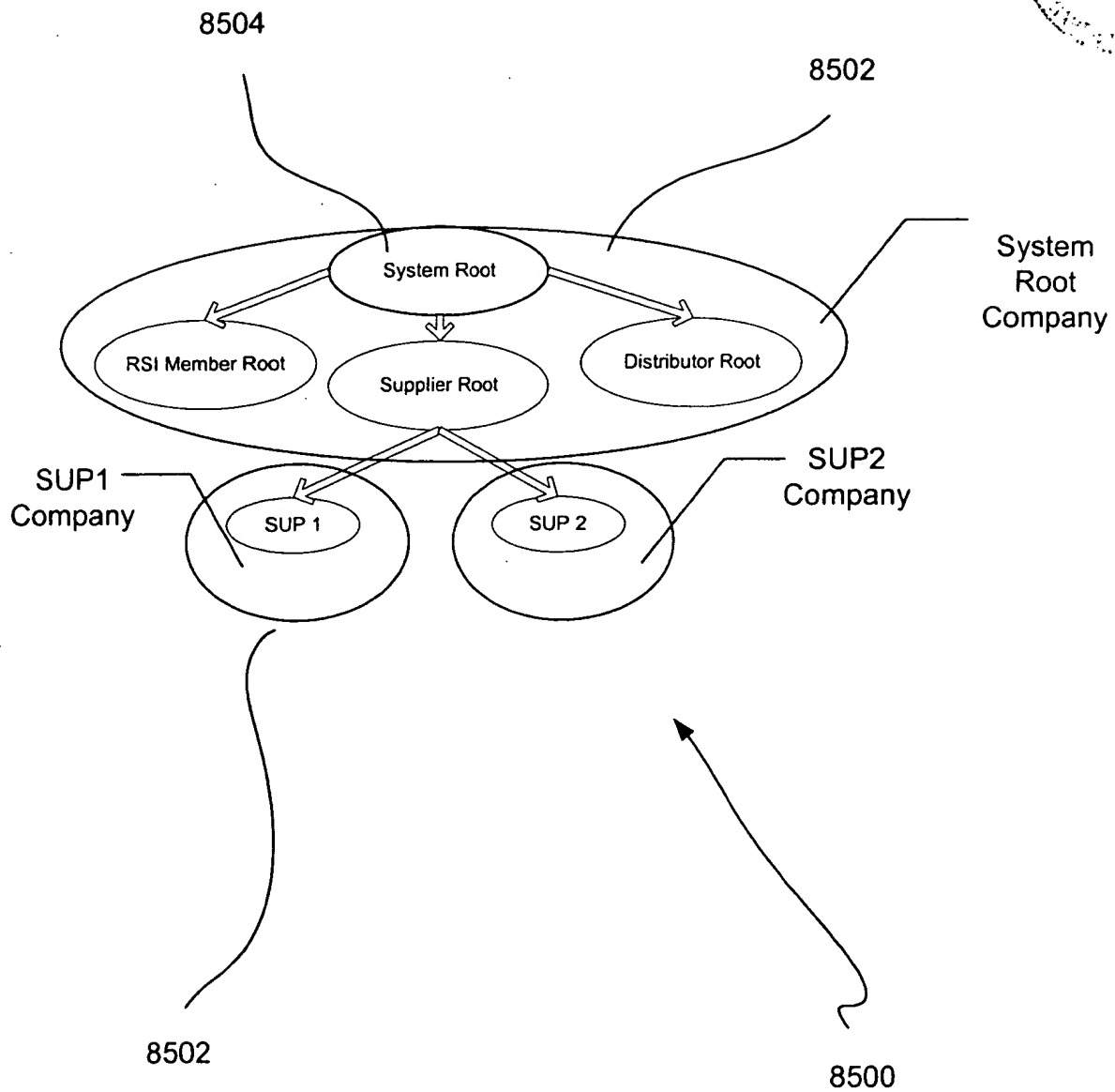


Fig. 85

8600

8602

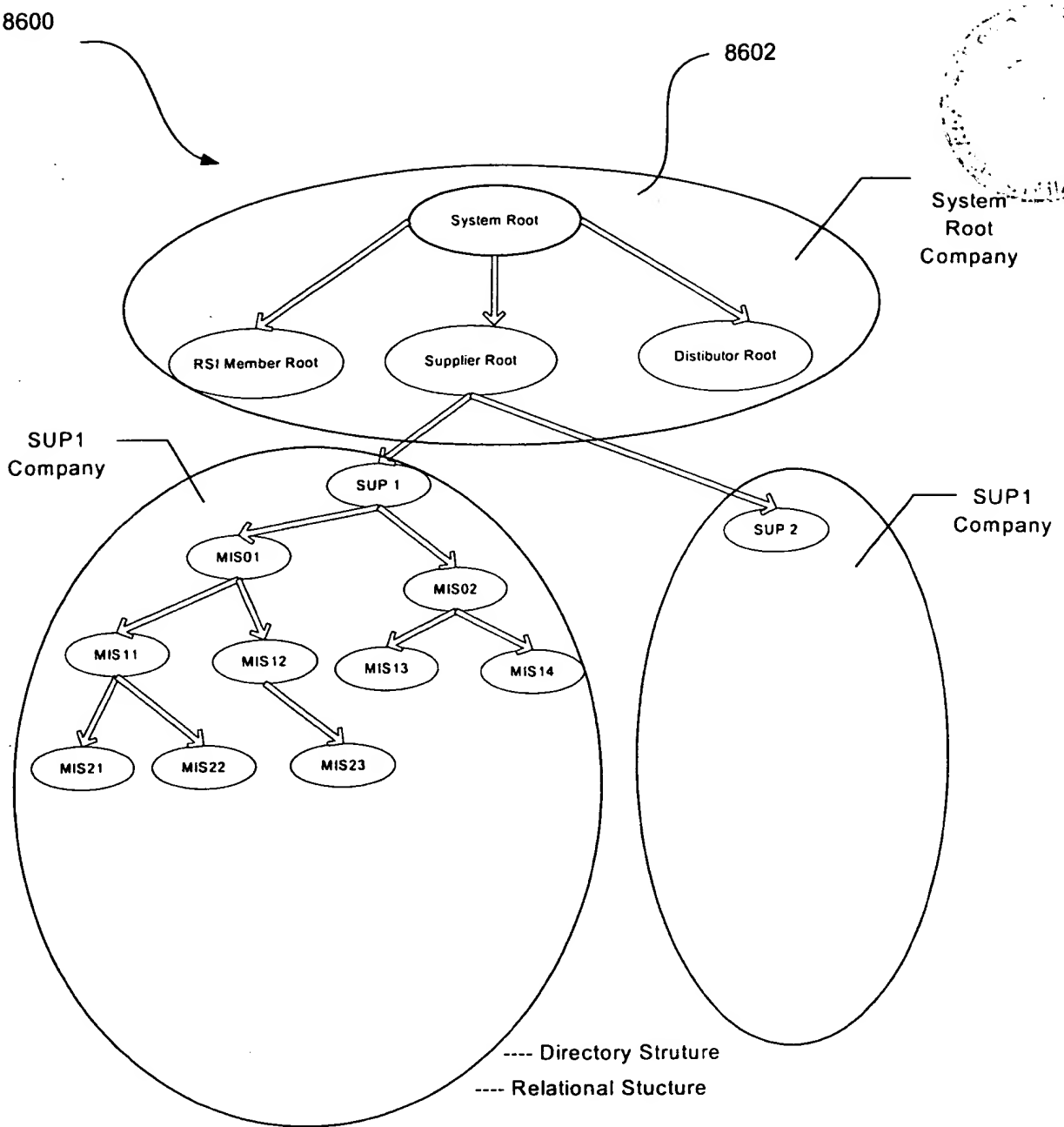


Fig. 86

8700

Group Hierarchy Management: Data Flow

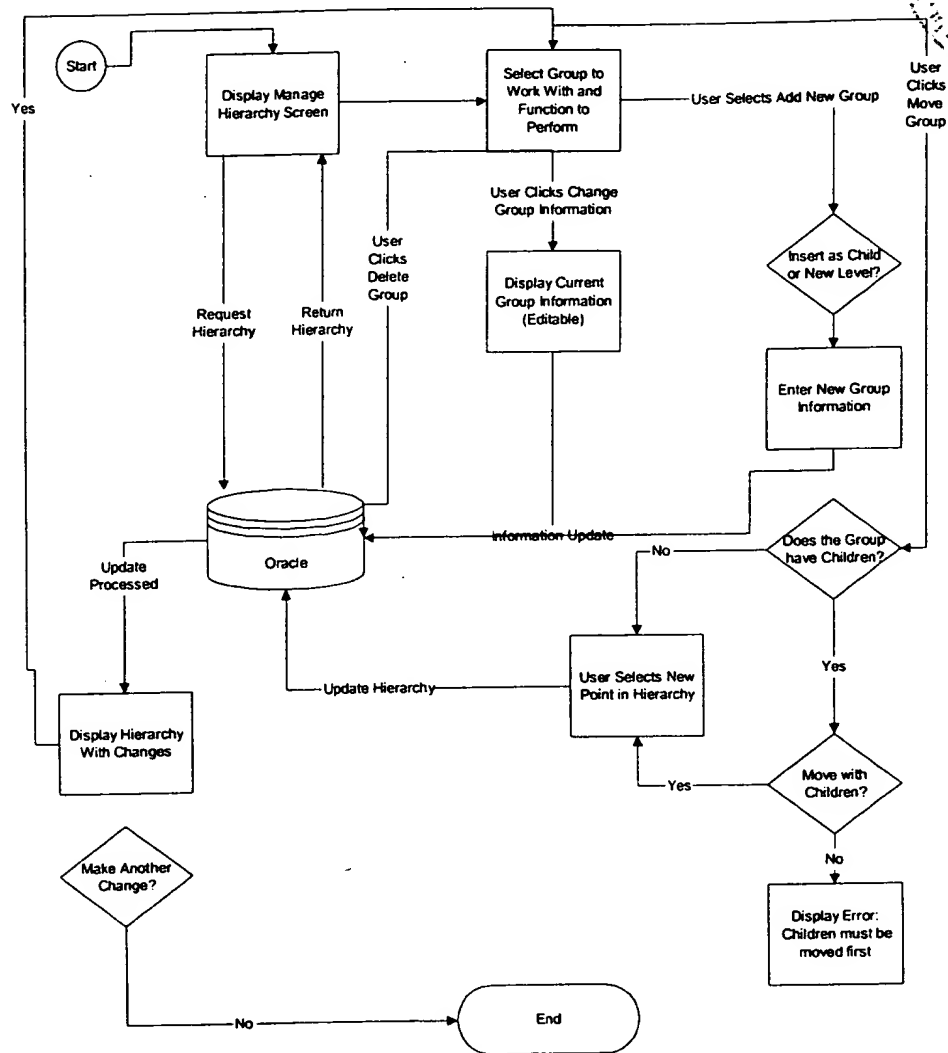


Fig. 87

09816454.060601

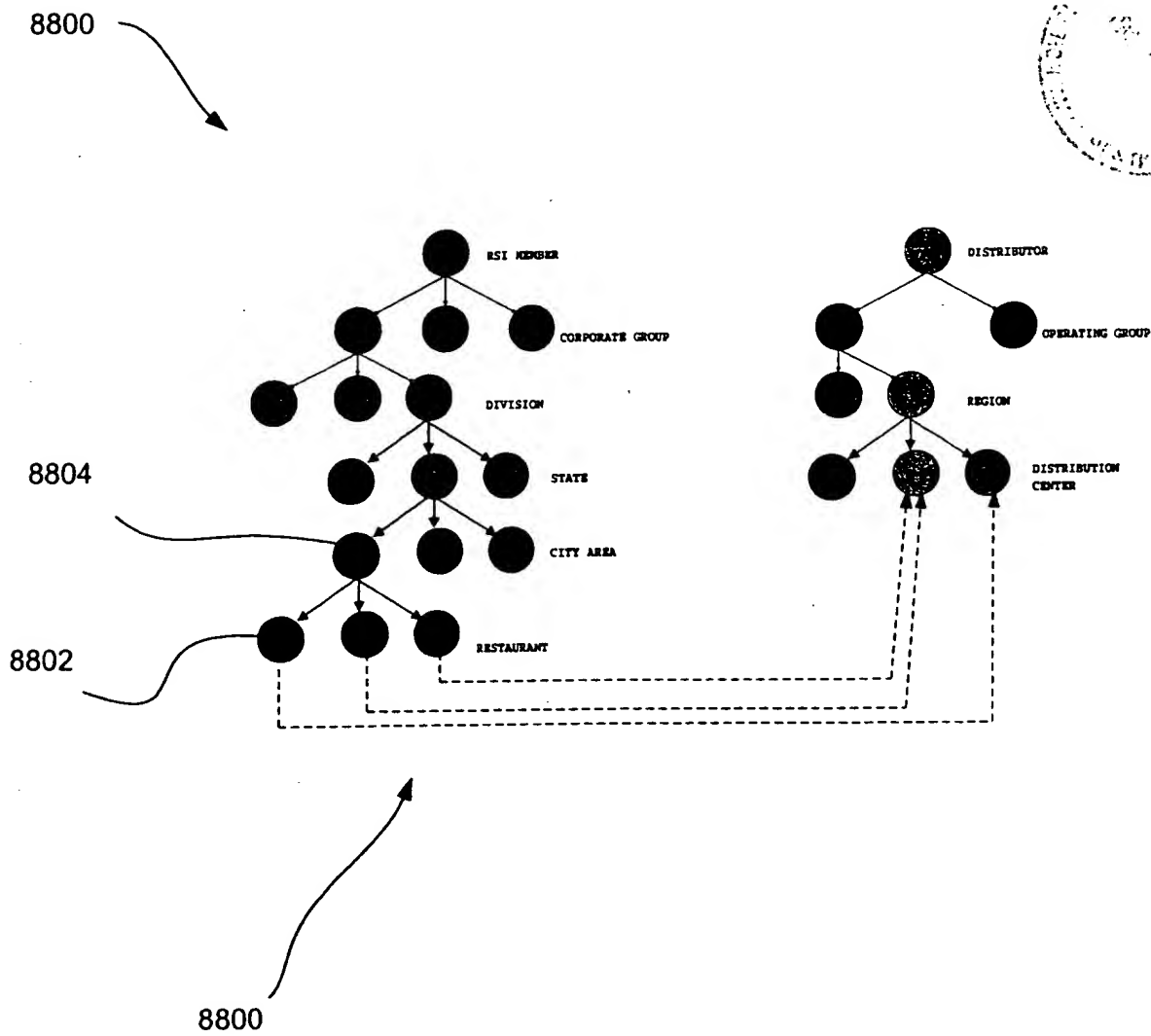


Fig. 88

8902

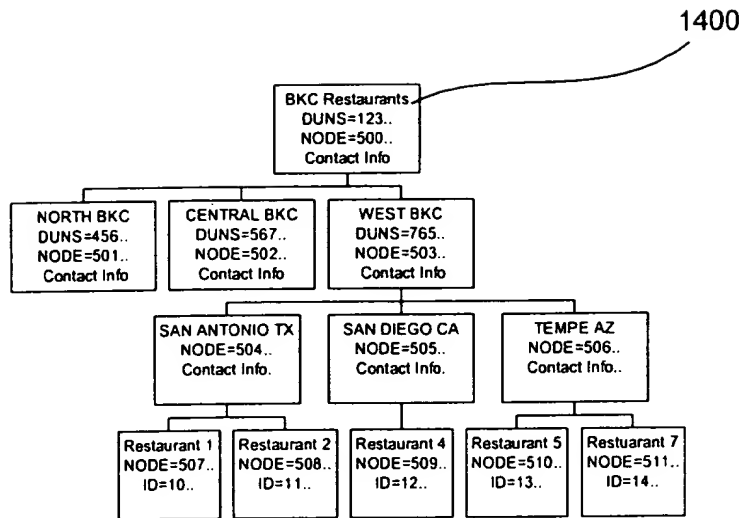


Fig. 89



9000

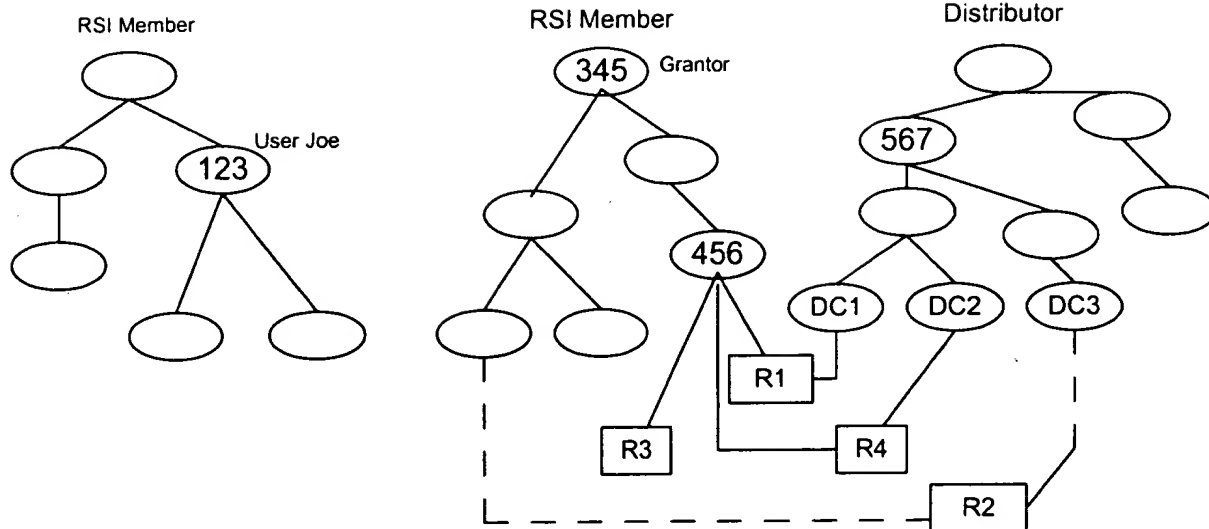


FIG. 90

09816454-060501

9100

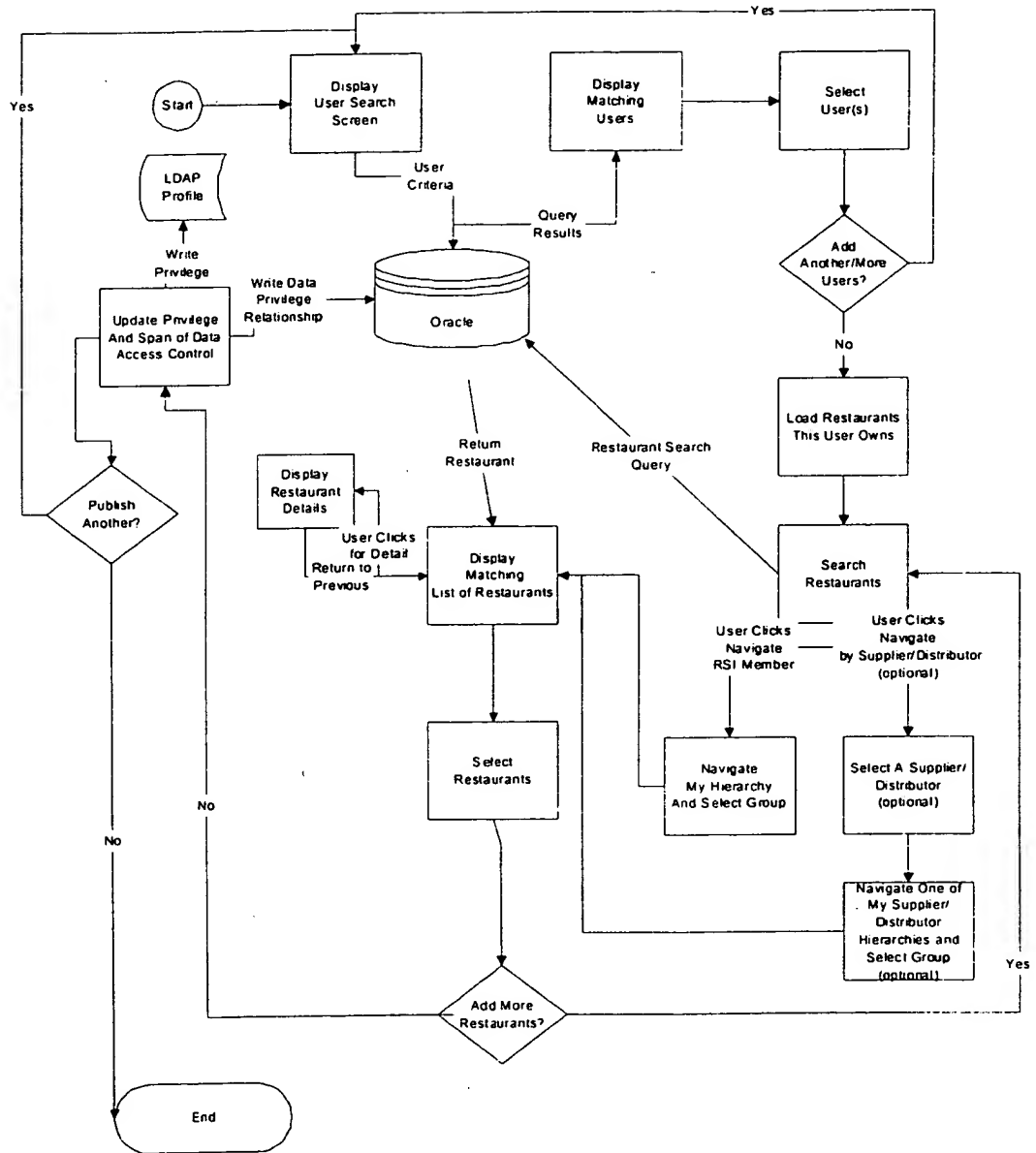


Fig. 91

09816454 "060501"

09816454-060601

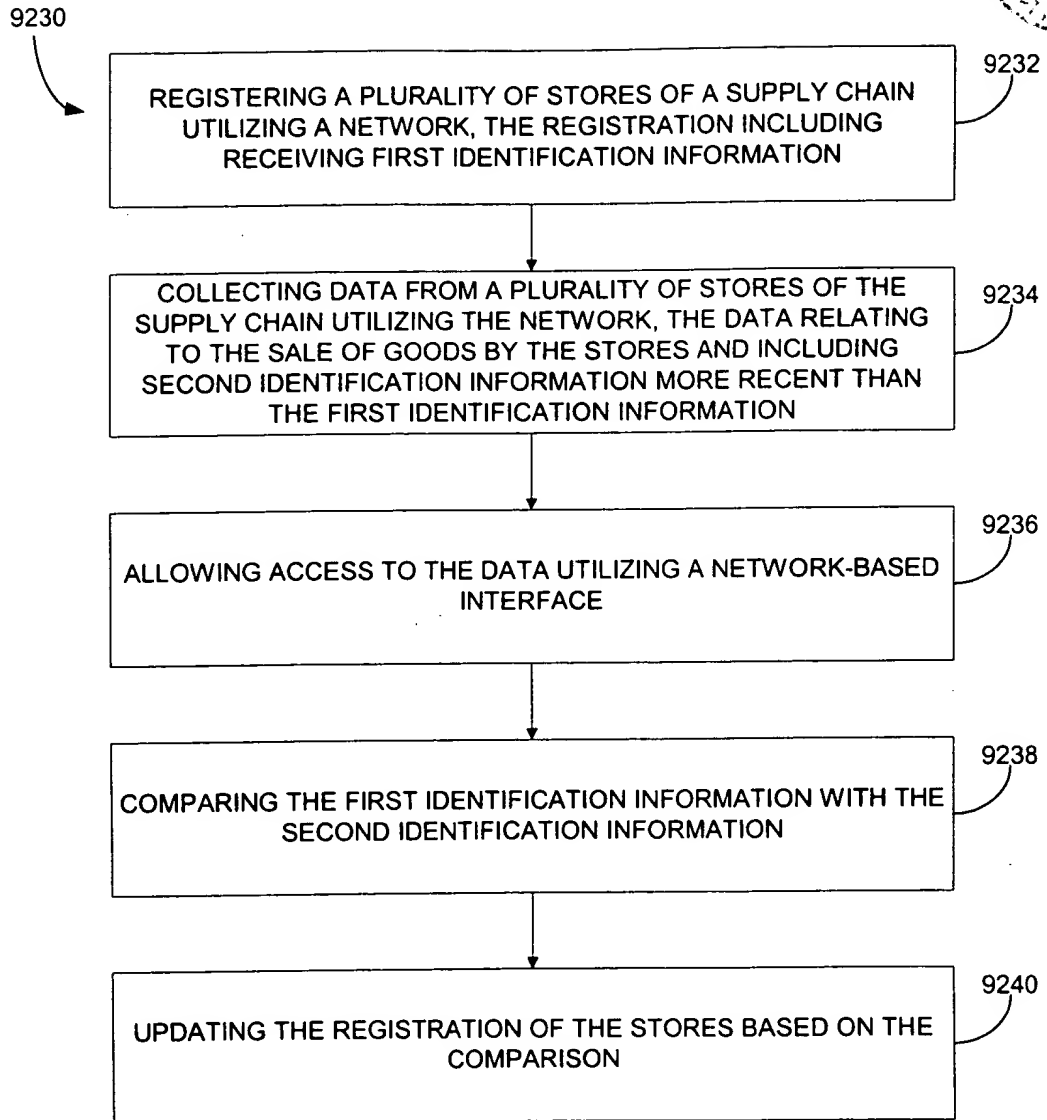


FIG. 92

09316454-060601

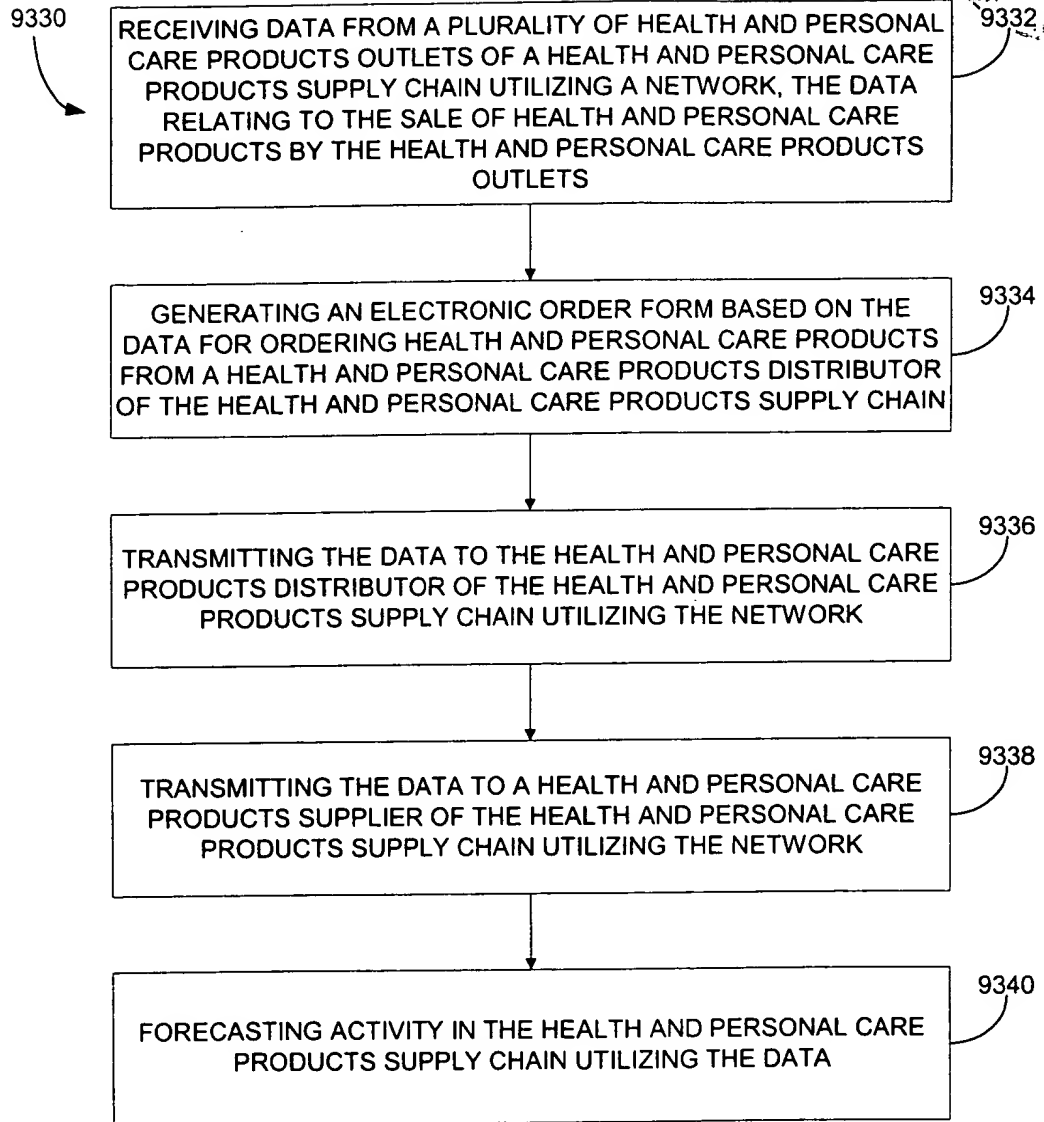


FIG. 93

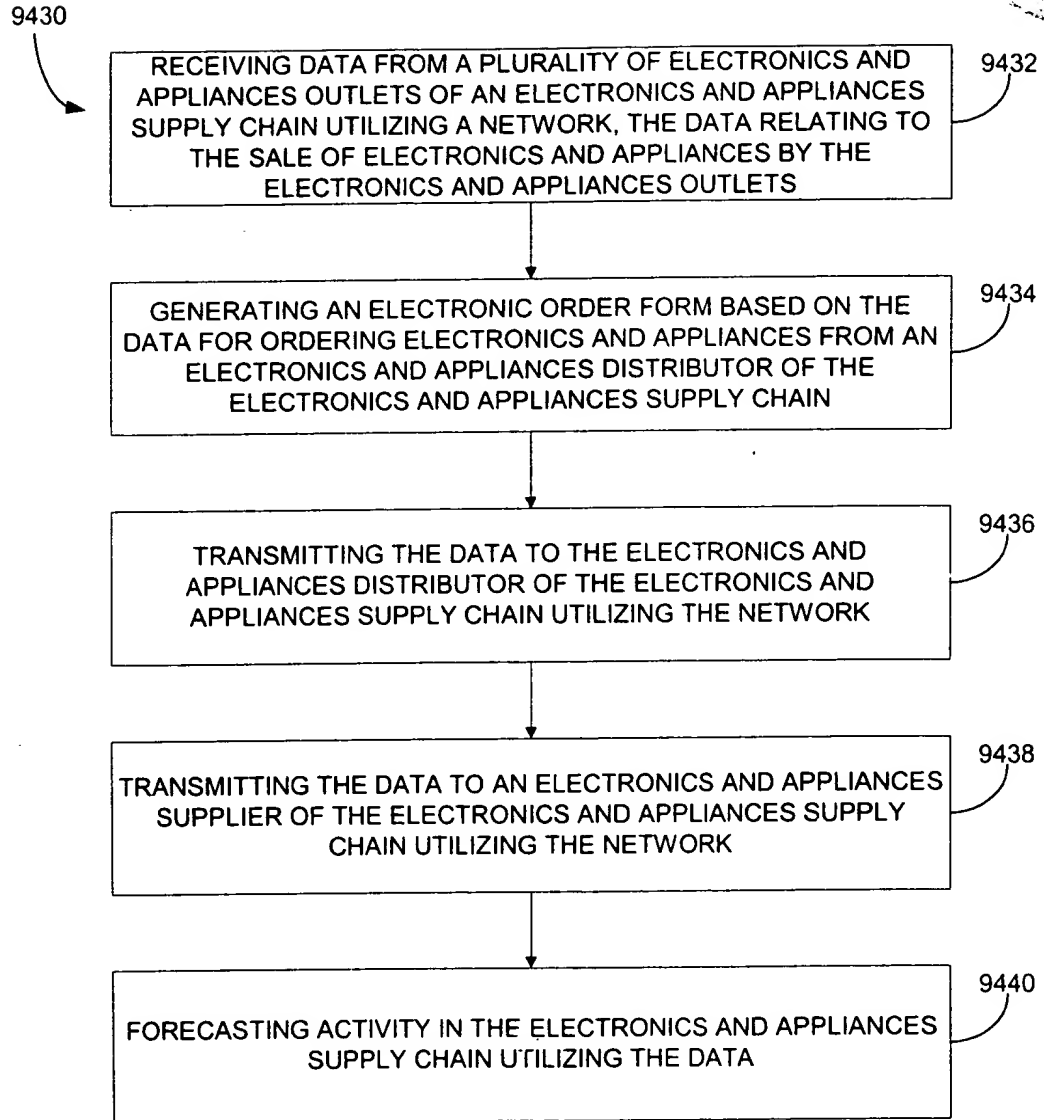


FIG. 94

09816454 "050601
T09090"454T860

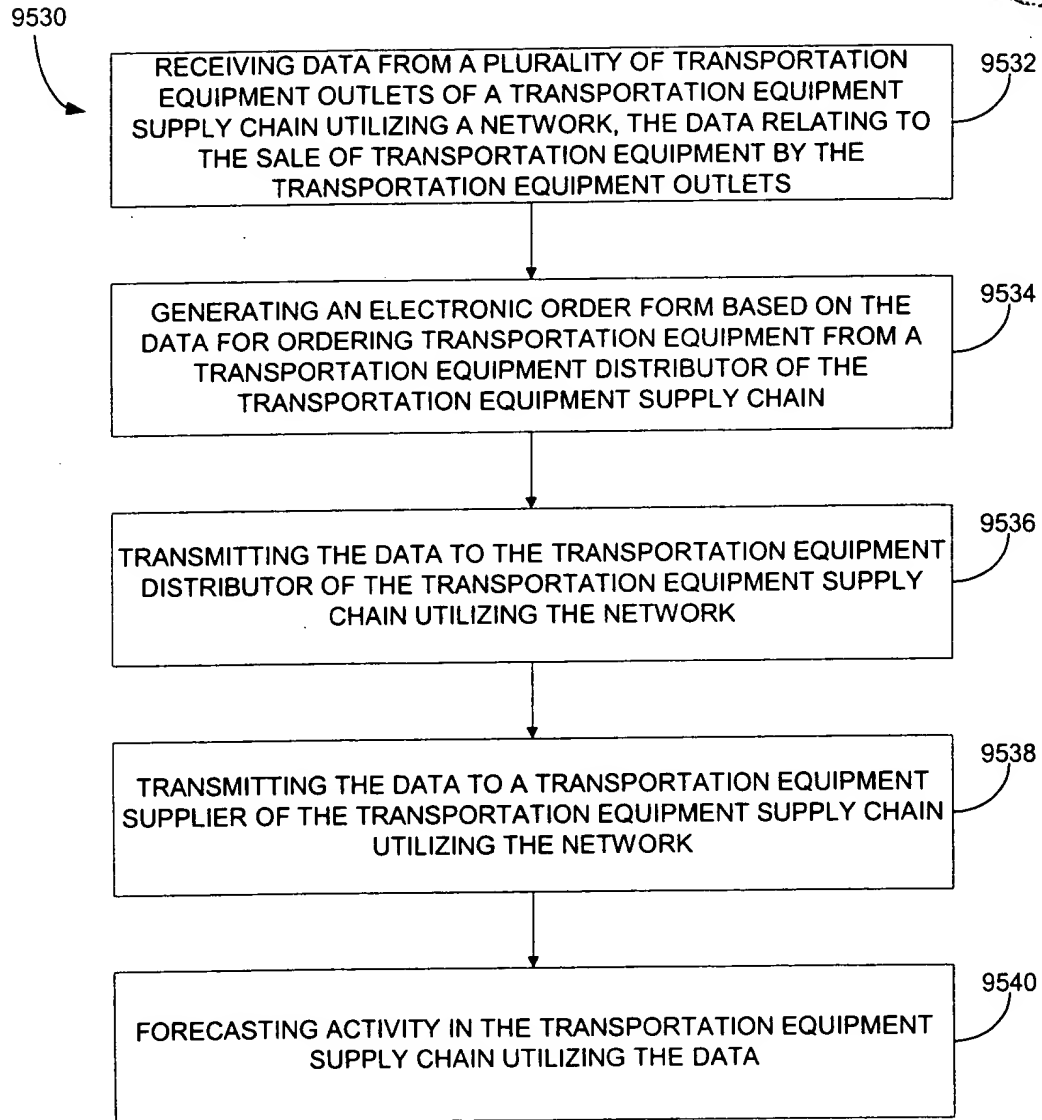


FIG. 95

09816454-060601

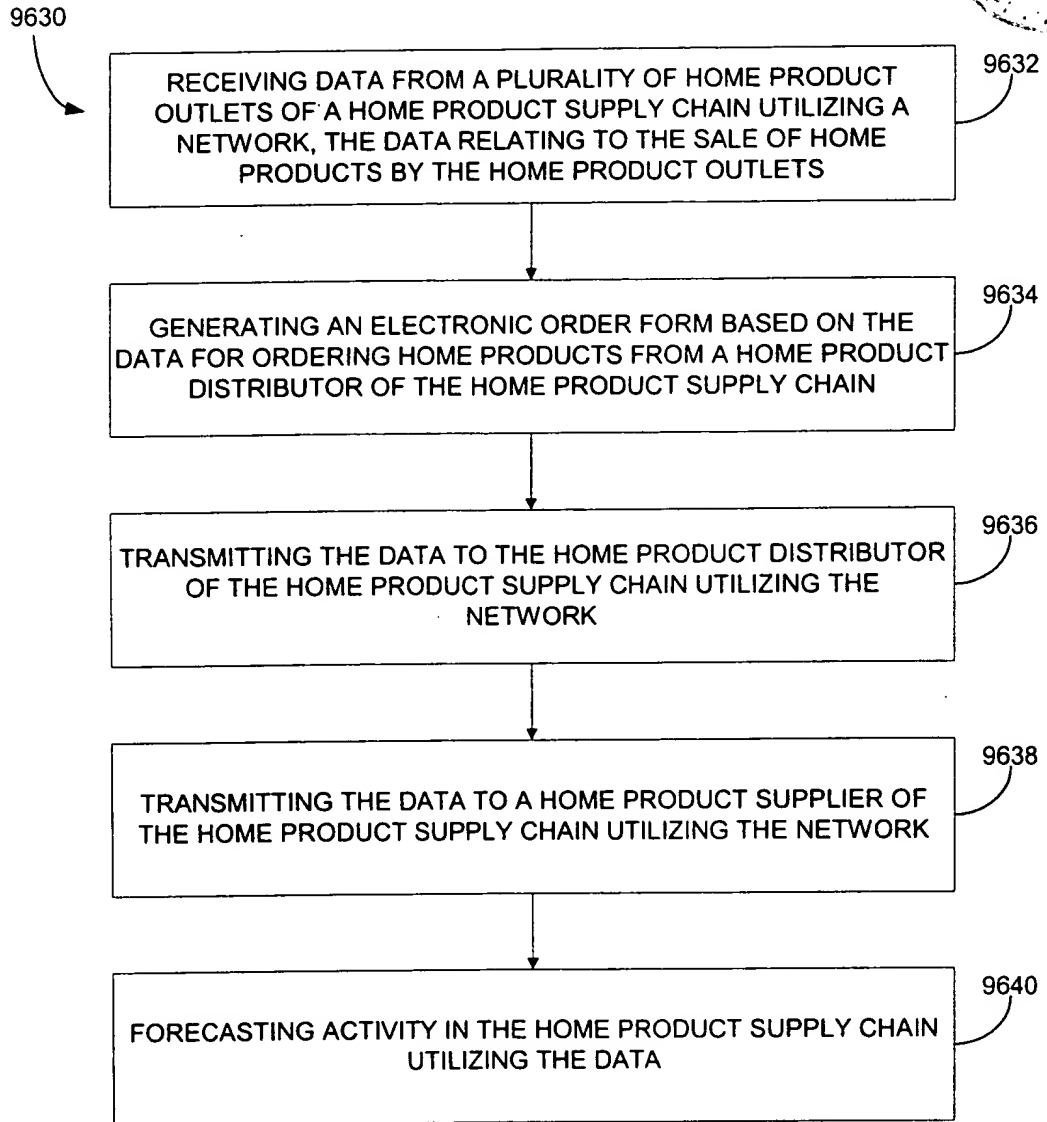


FIG. 96

09816454-060601

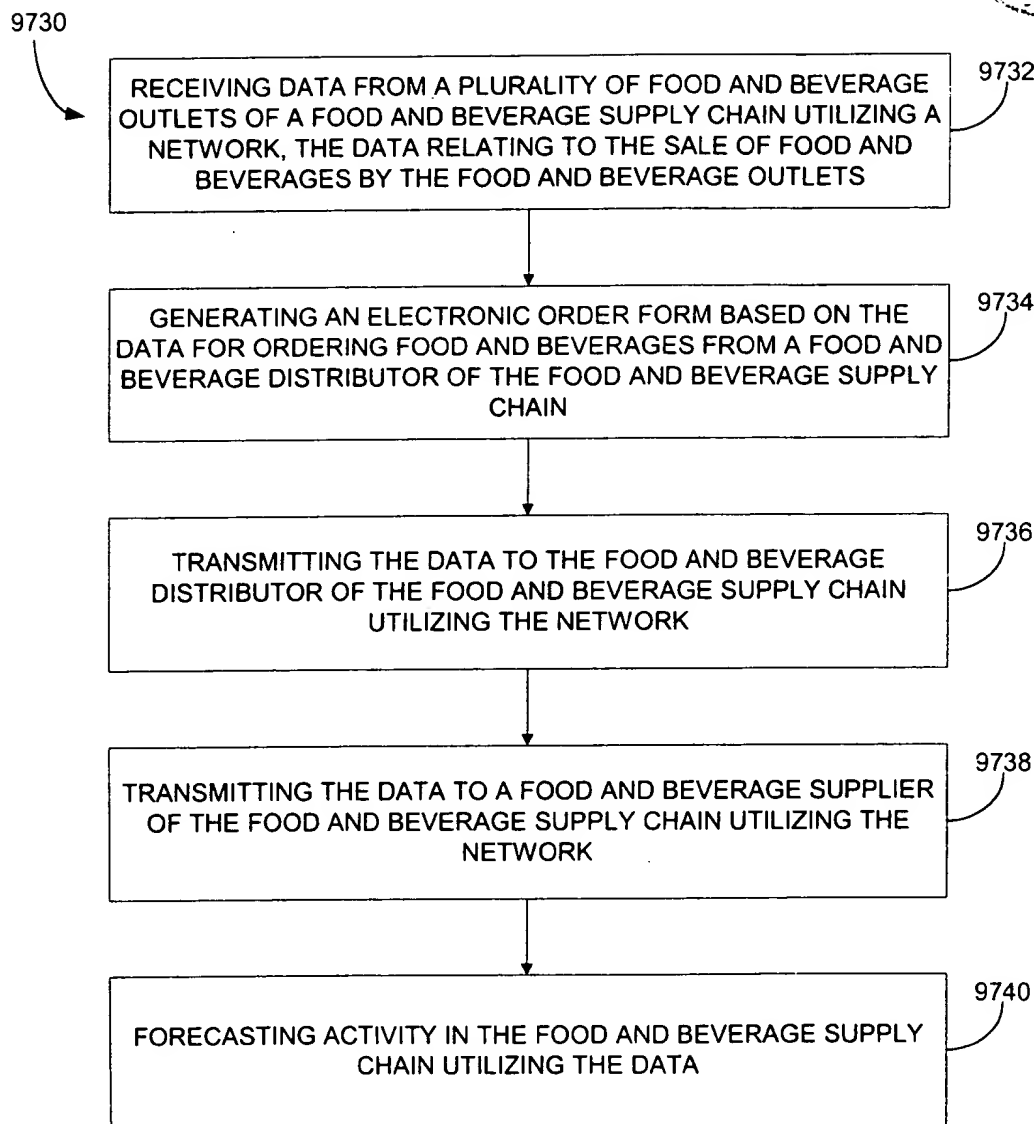


FIG. 97

09816454-060501

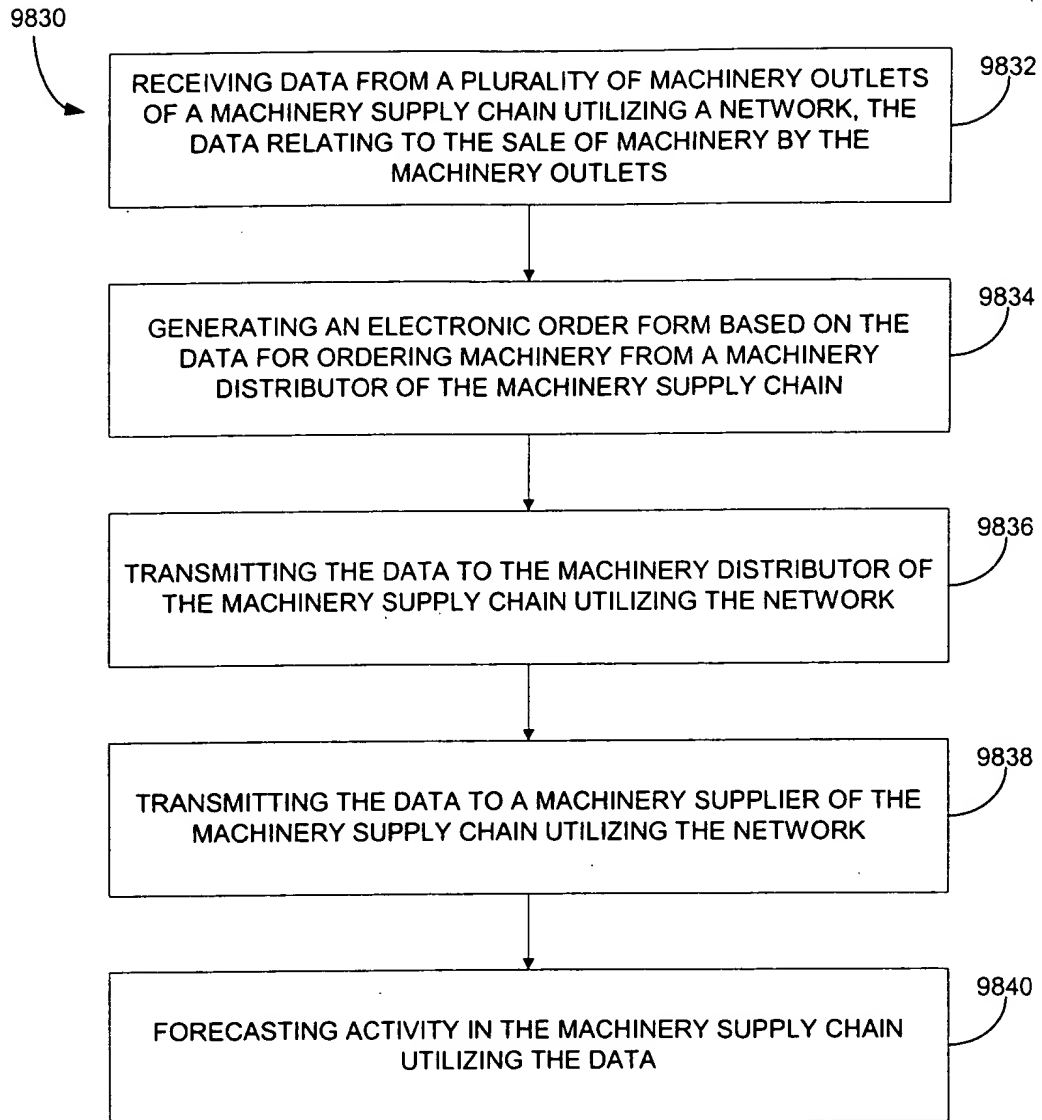


FIG. 98

09816454-060601

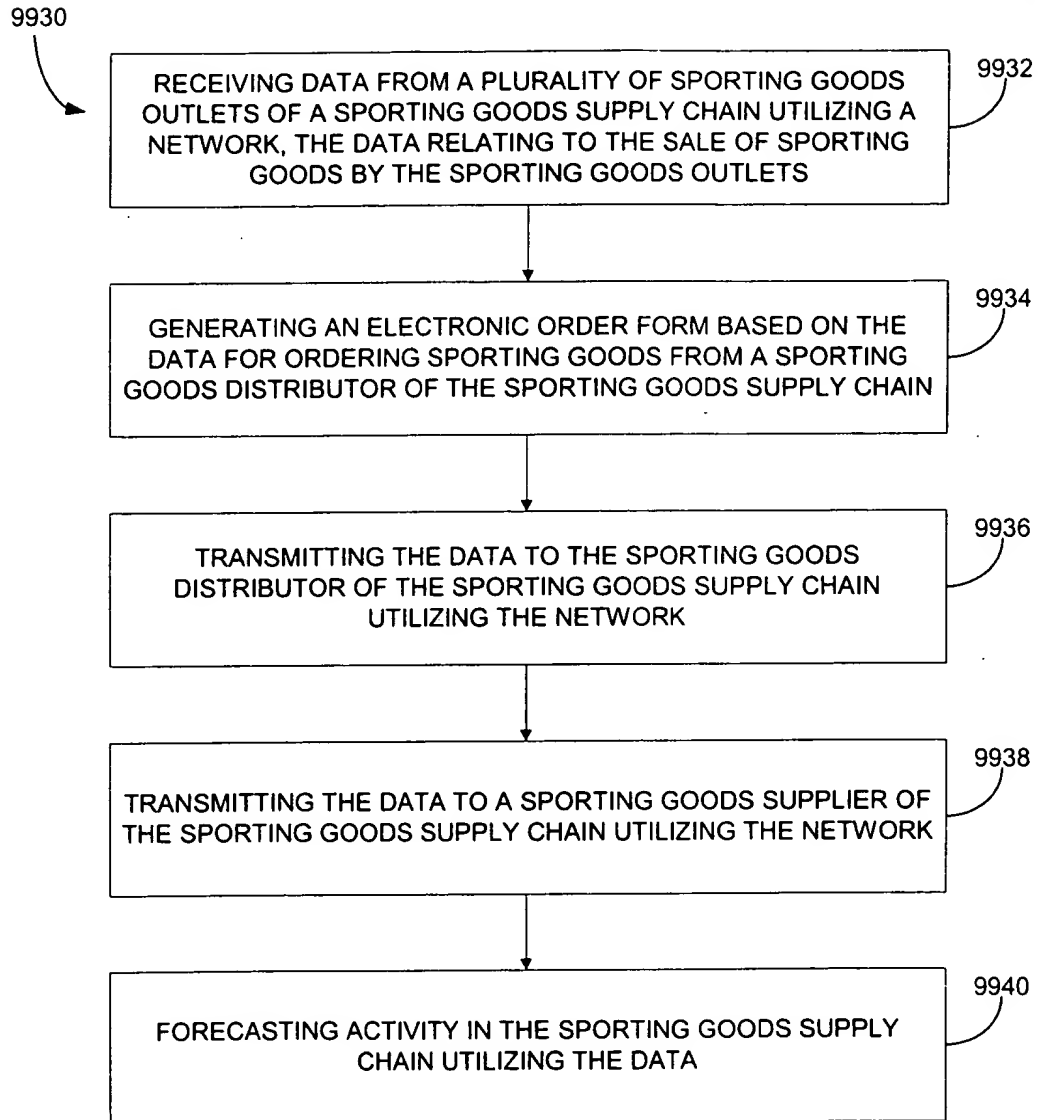


FIG. 99

09816454-060601

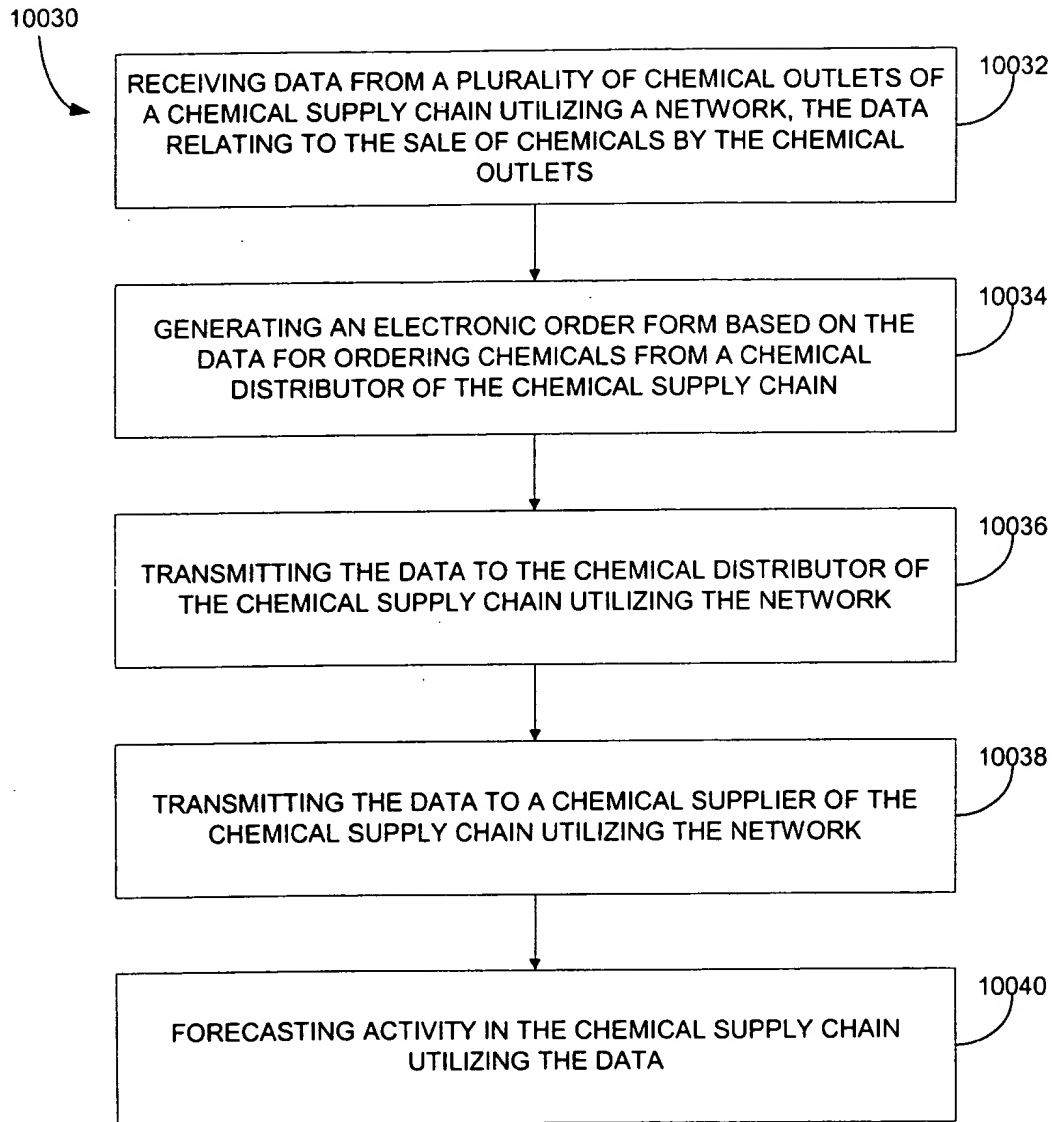


FIG. 100

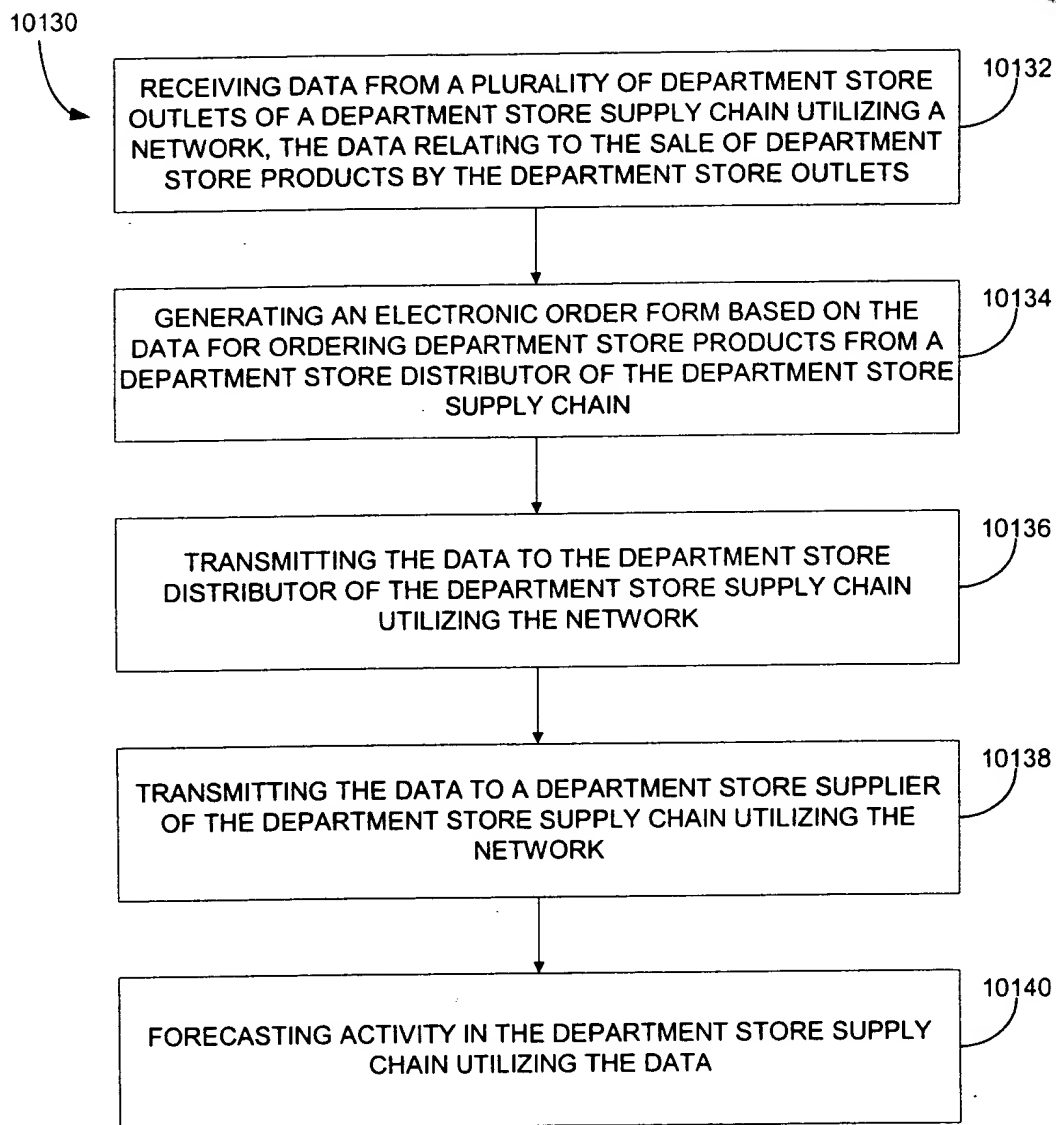


FIG. 101

09816454-060601

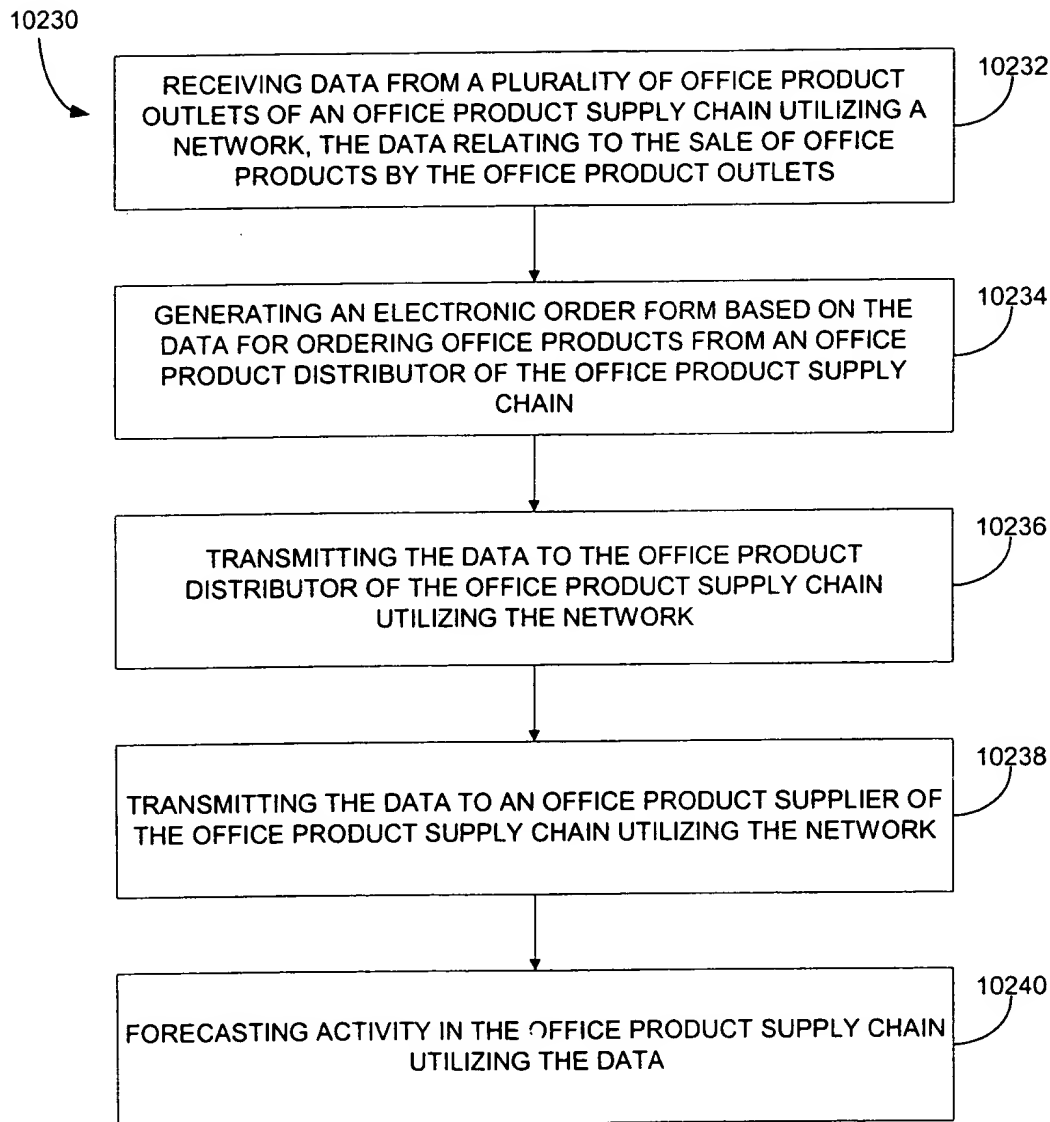


FIG. 102A

09816454-060601

10260

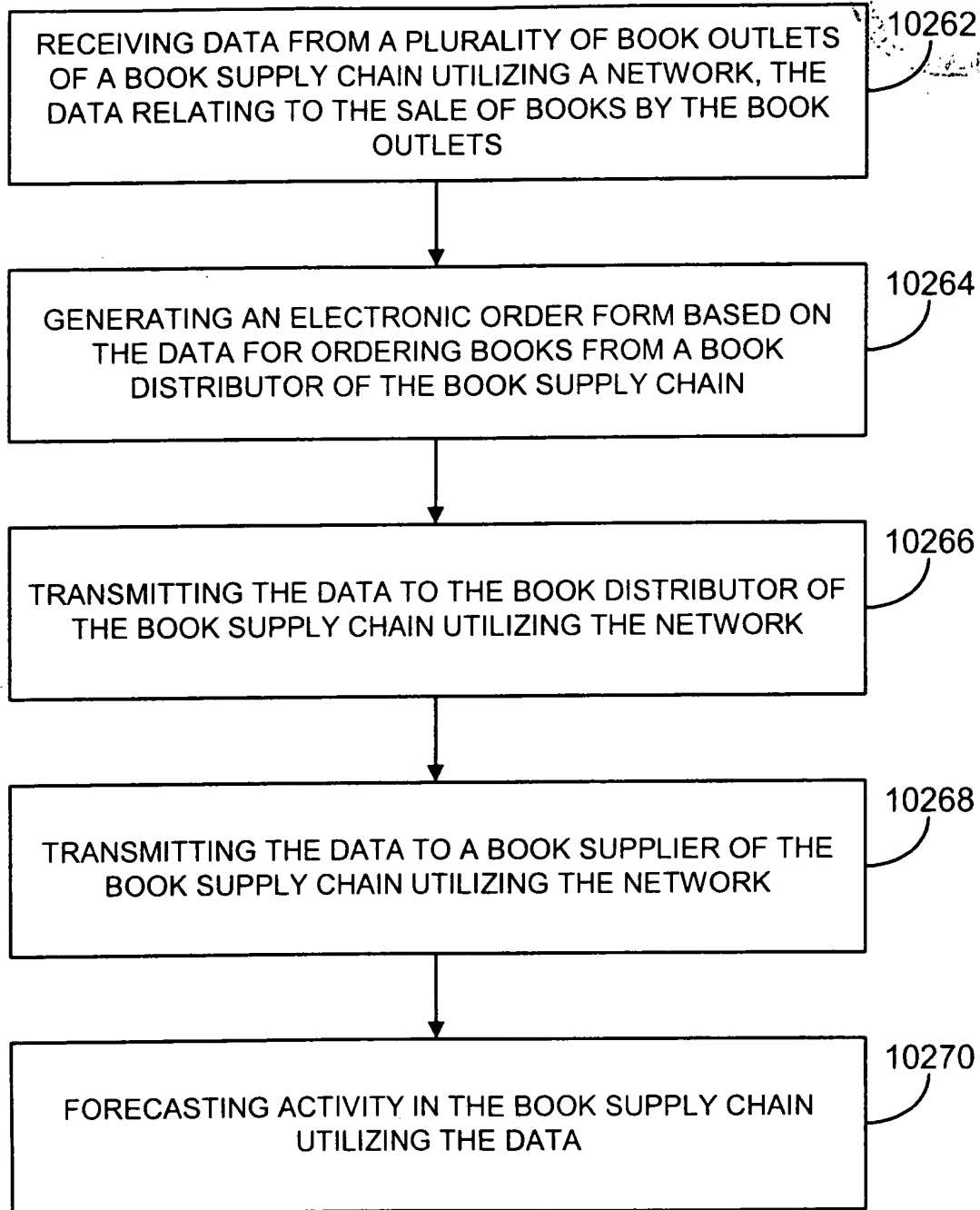


FIG. 102B

09816454-060601

09816454-060501

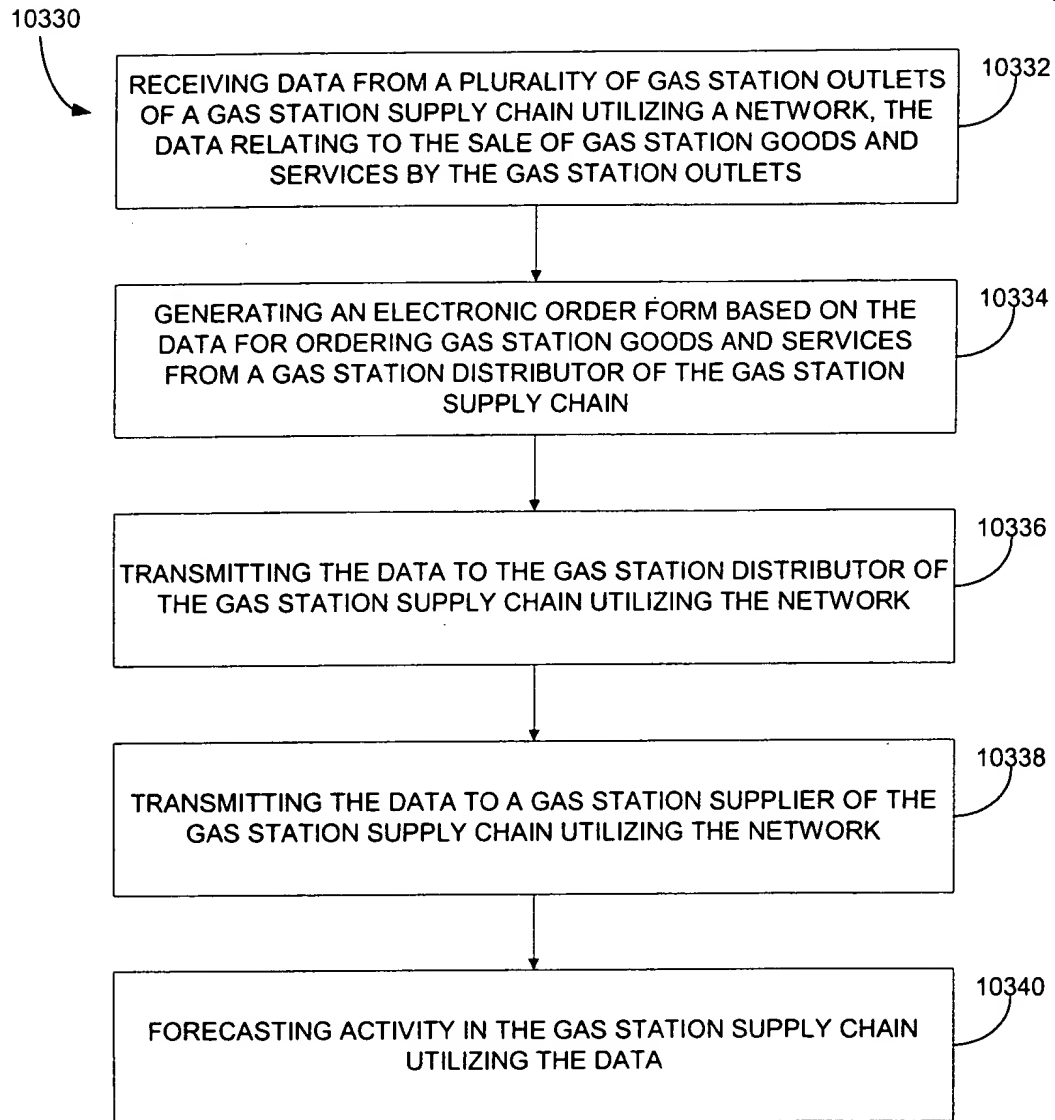


FIG. 103

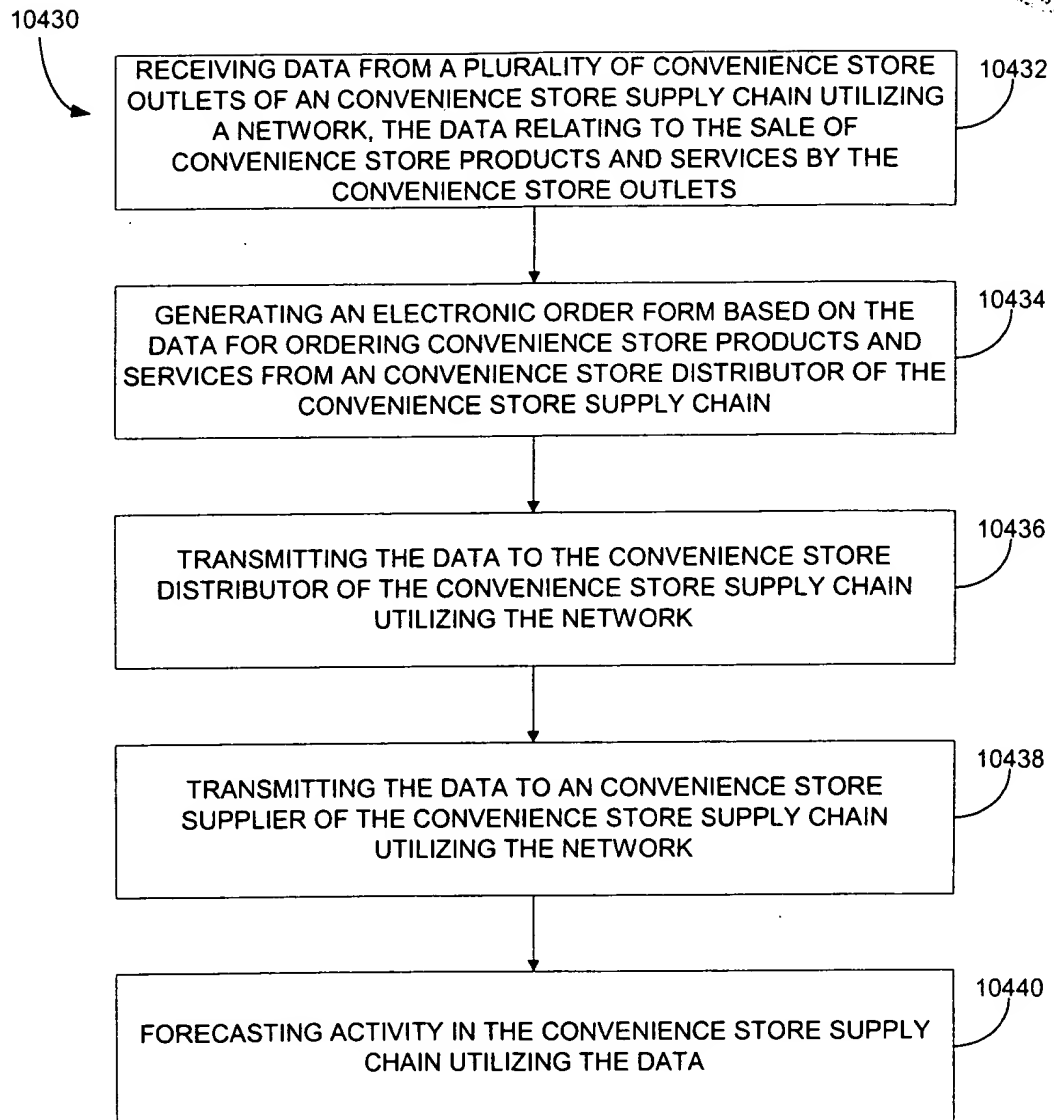


FIG. 104A

09816454-060601

10460

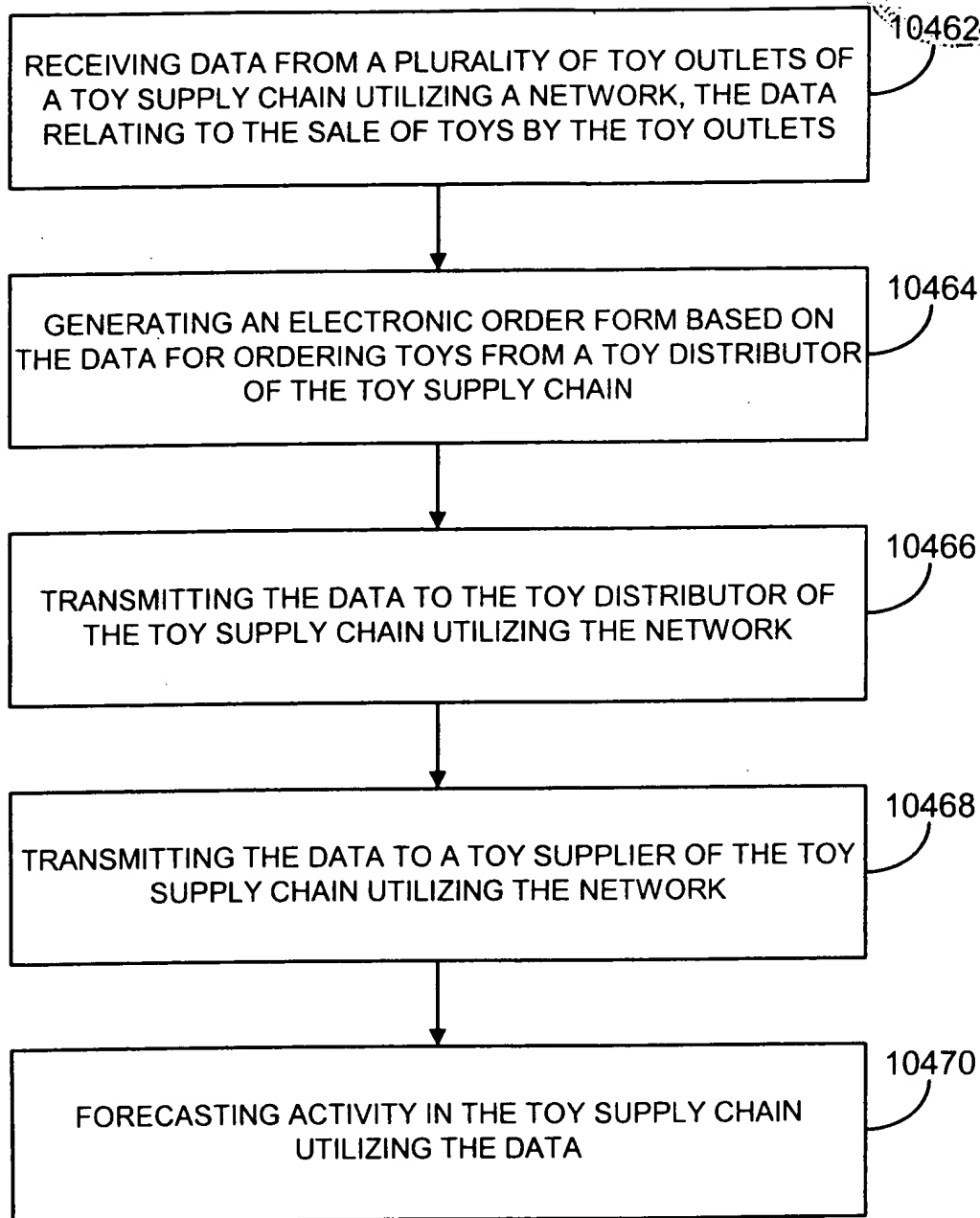


FIG. 104B

09816454-060601

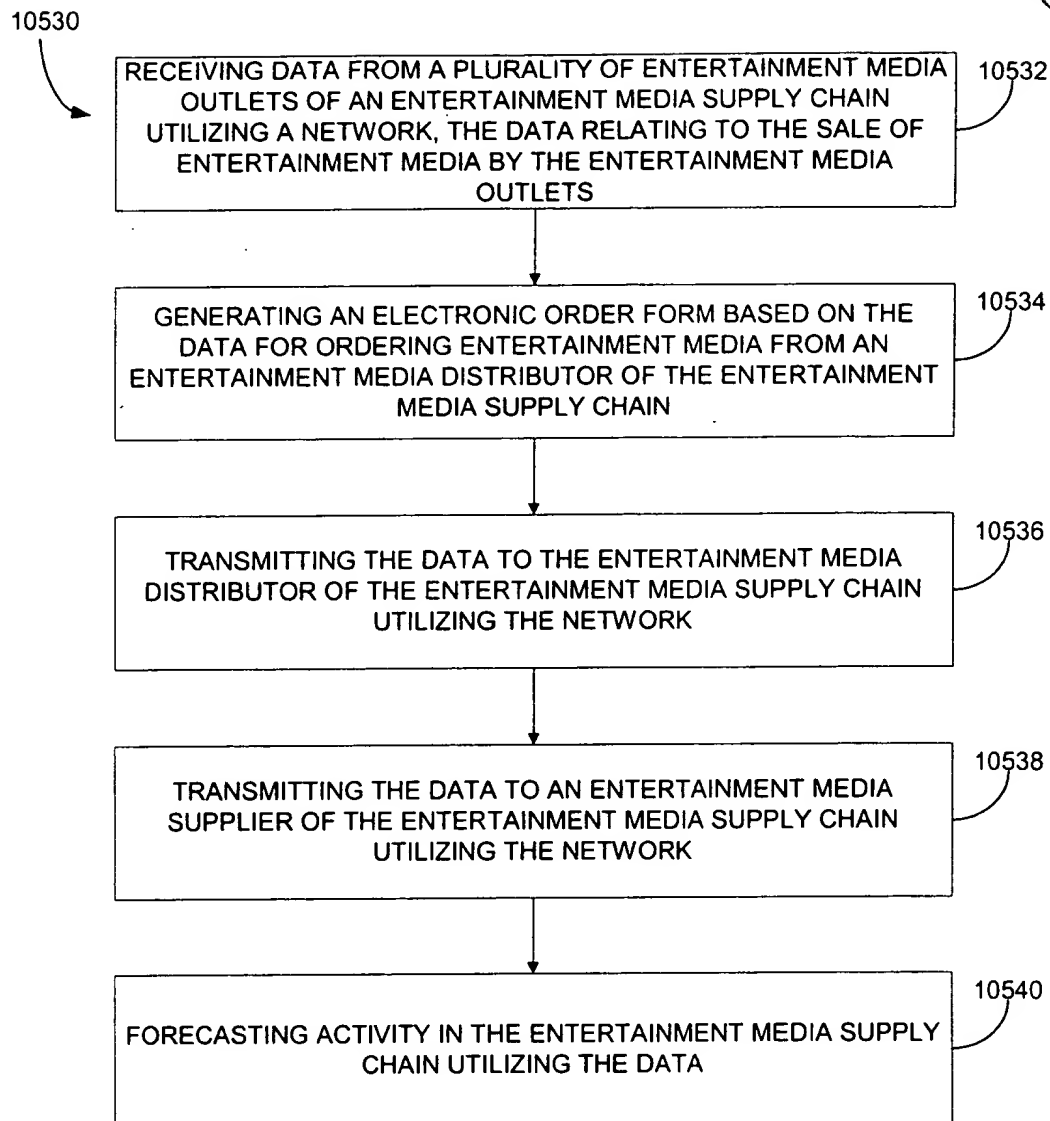


FIG. 105

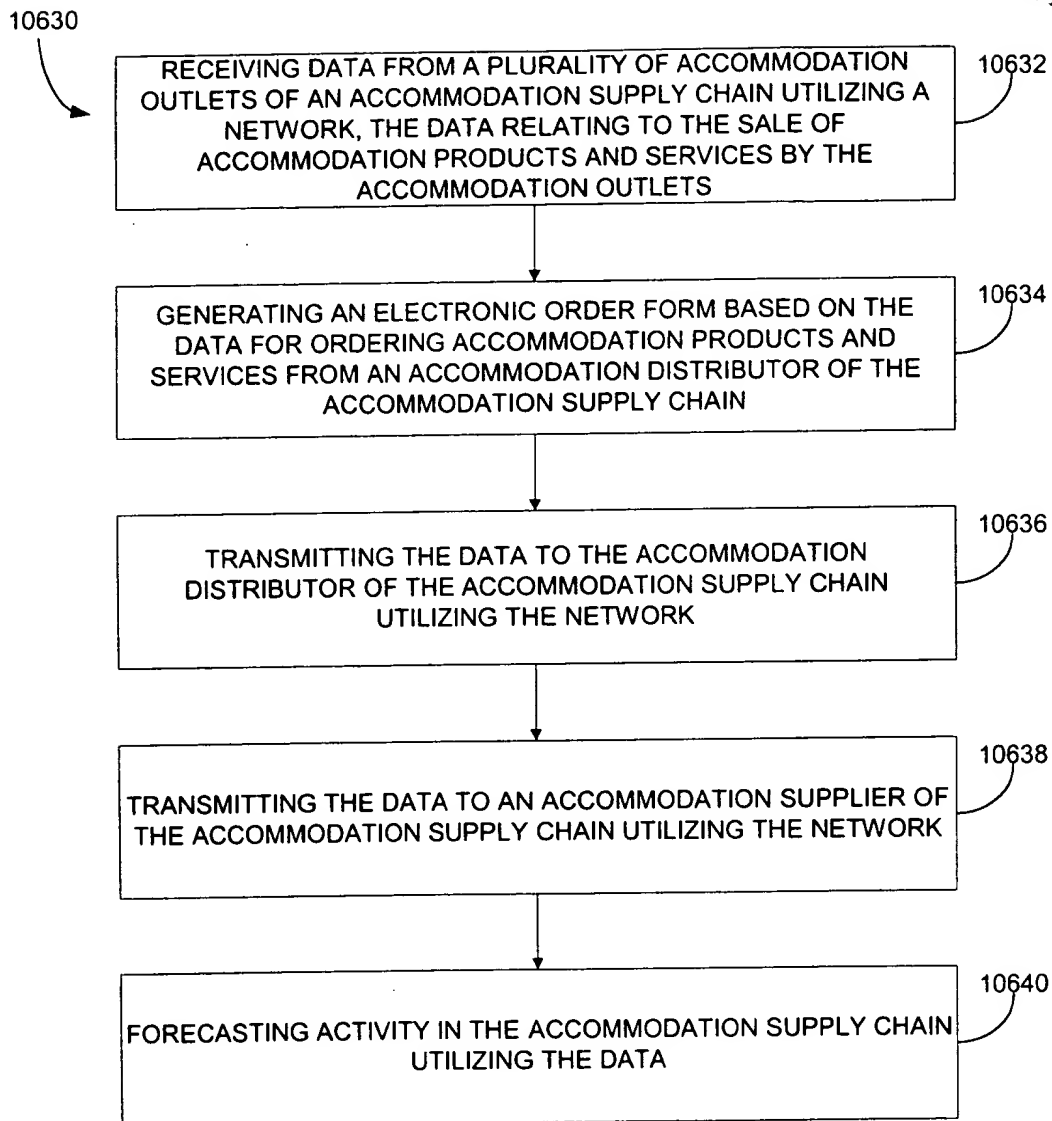


FIG. 106

09816454-060601

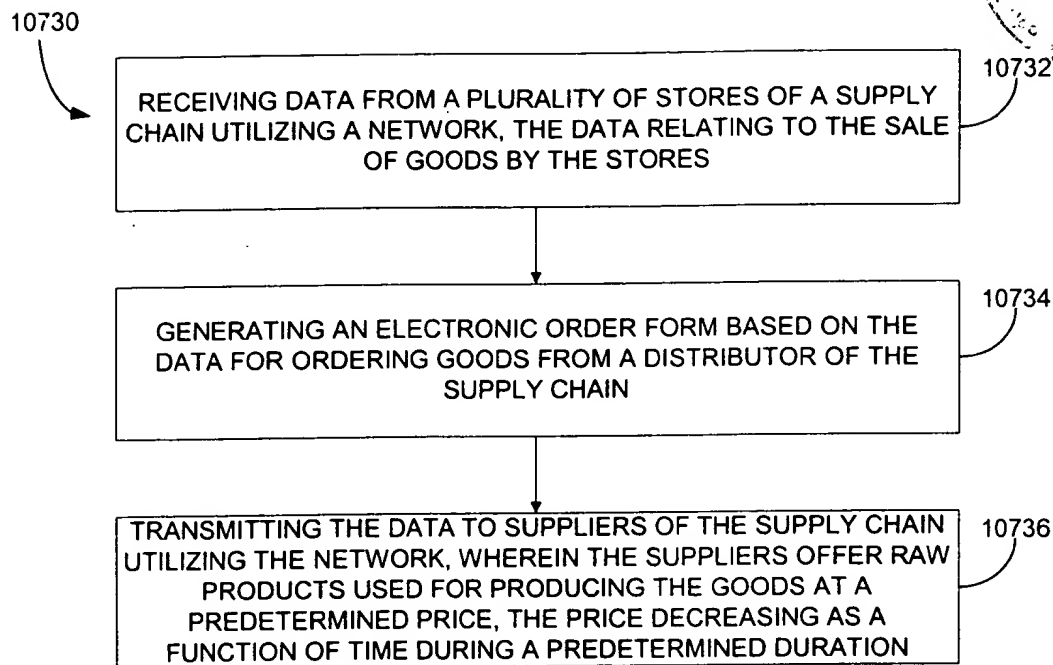


FIG. 107

09816454-060601

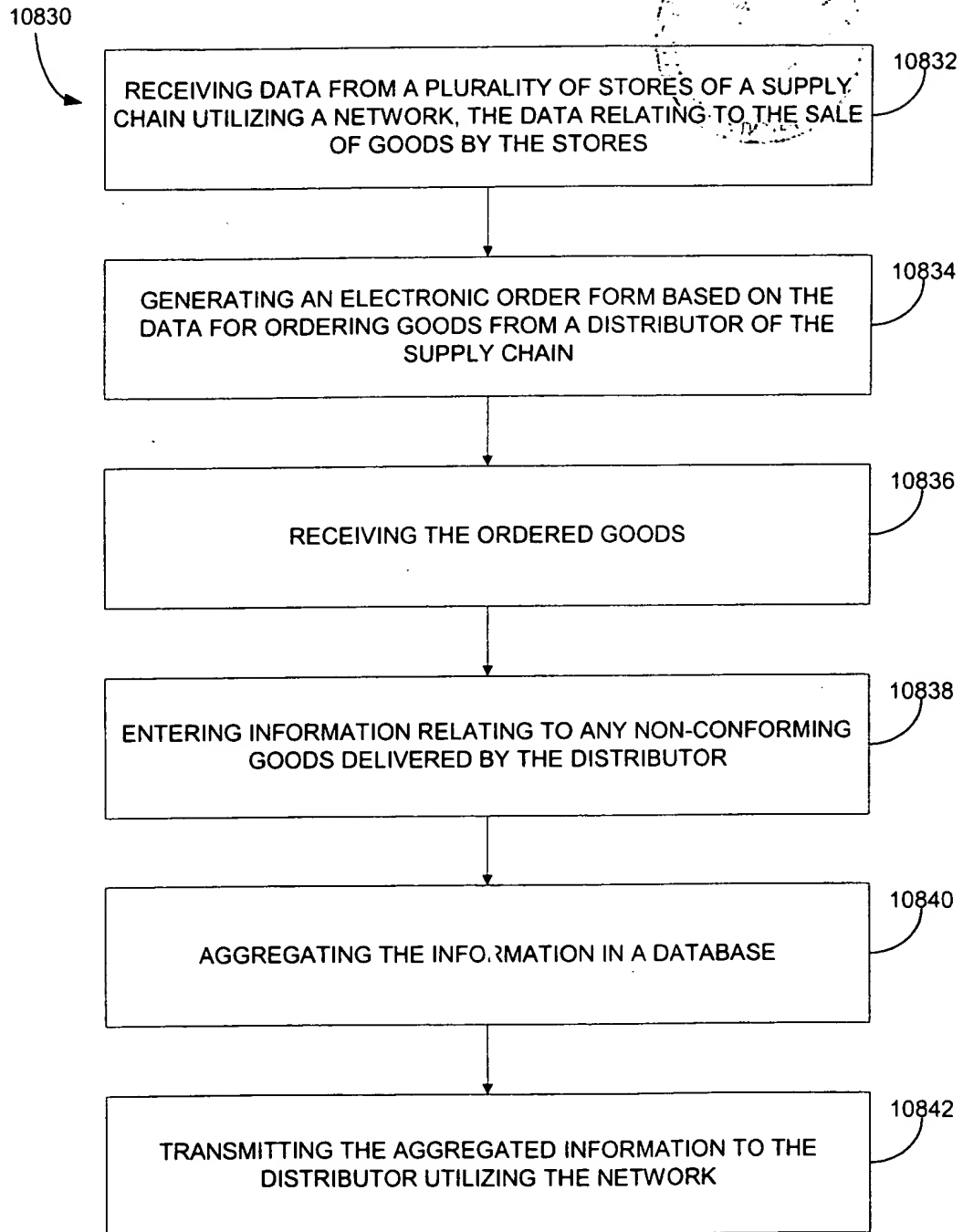


FIG. 108

10900

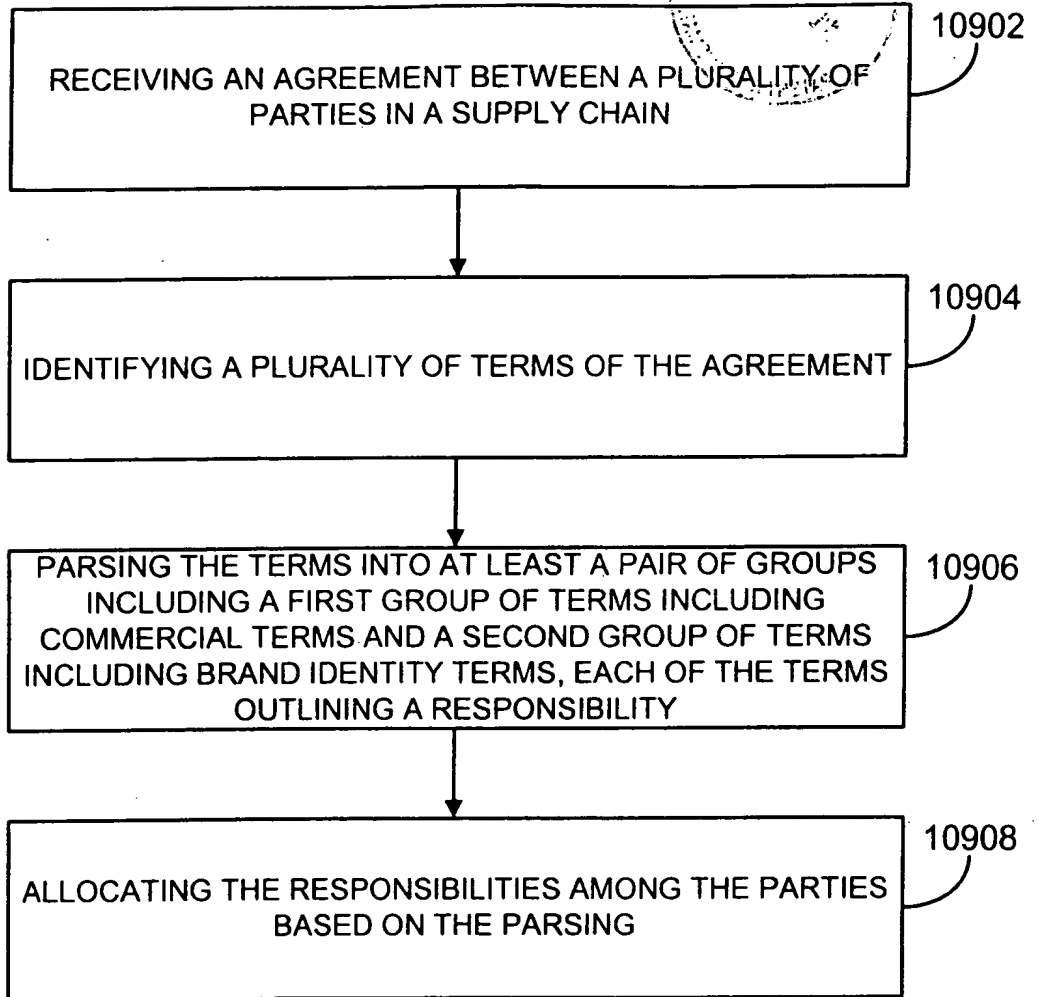


FIG. 109

09816454.060601

11000

RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002

DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004

COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

09816454-060601

11100

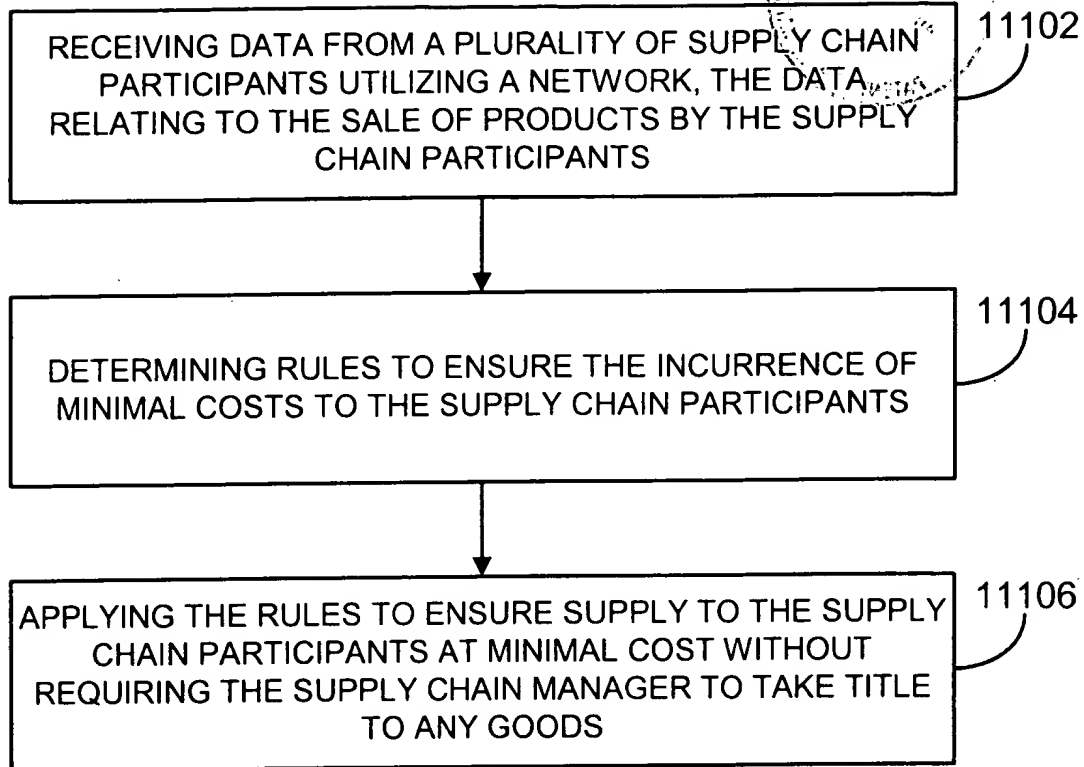


FIG. 111

11200

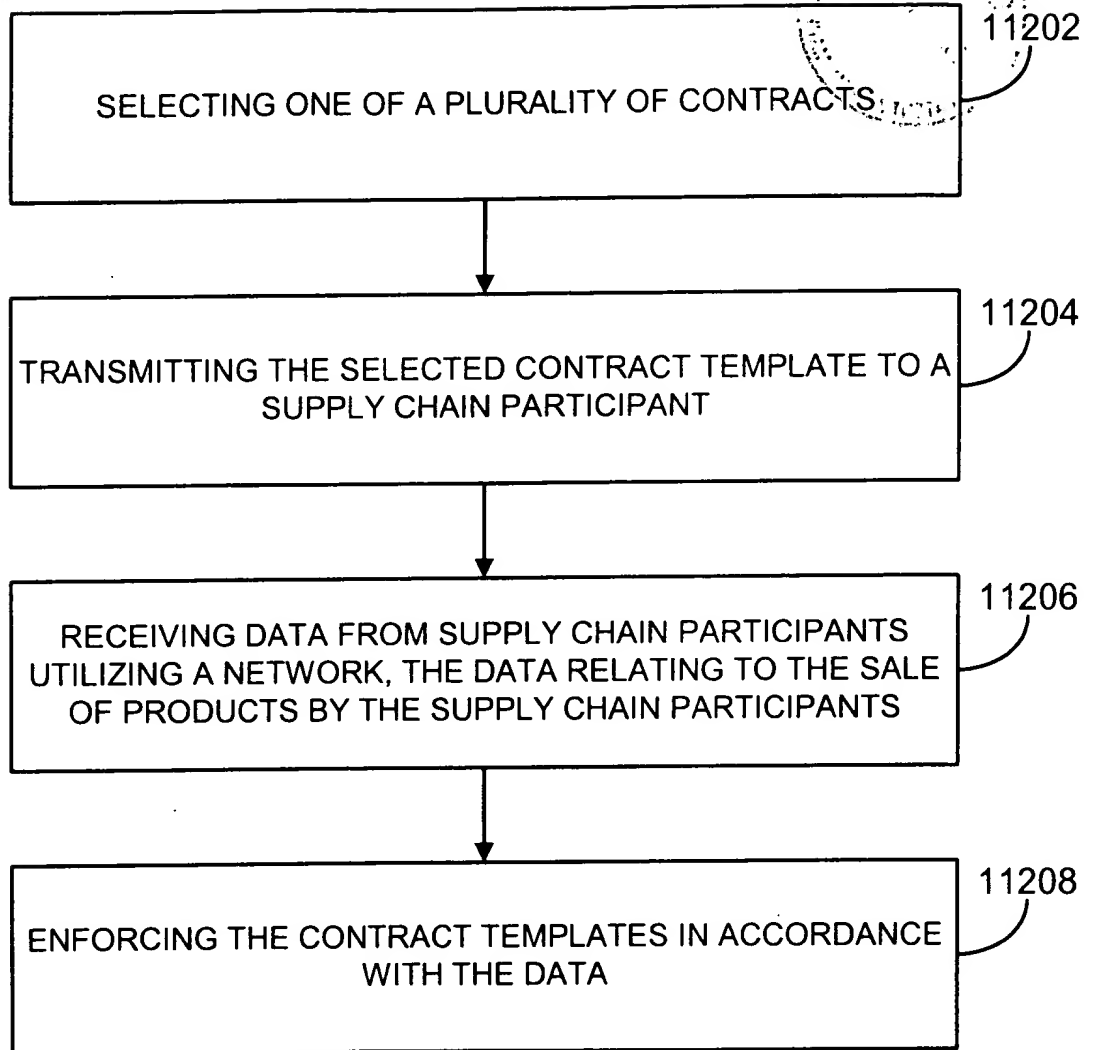


FIG. 112

09816454-060604

11300

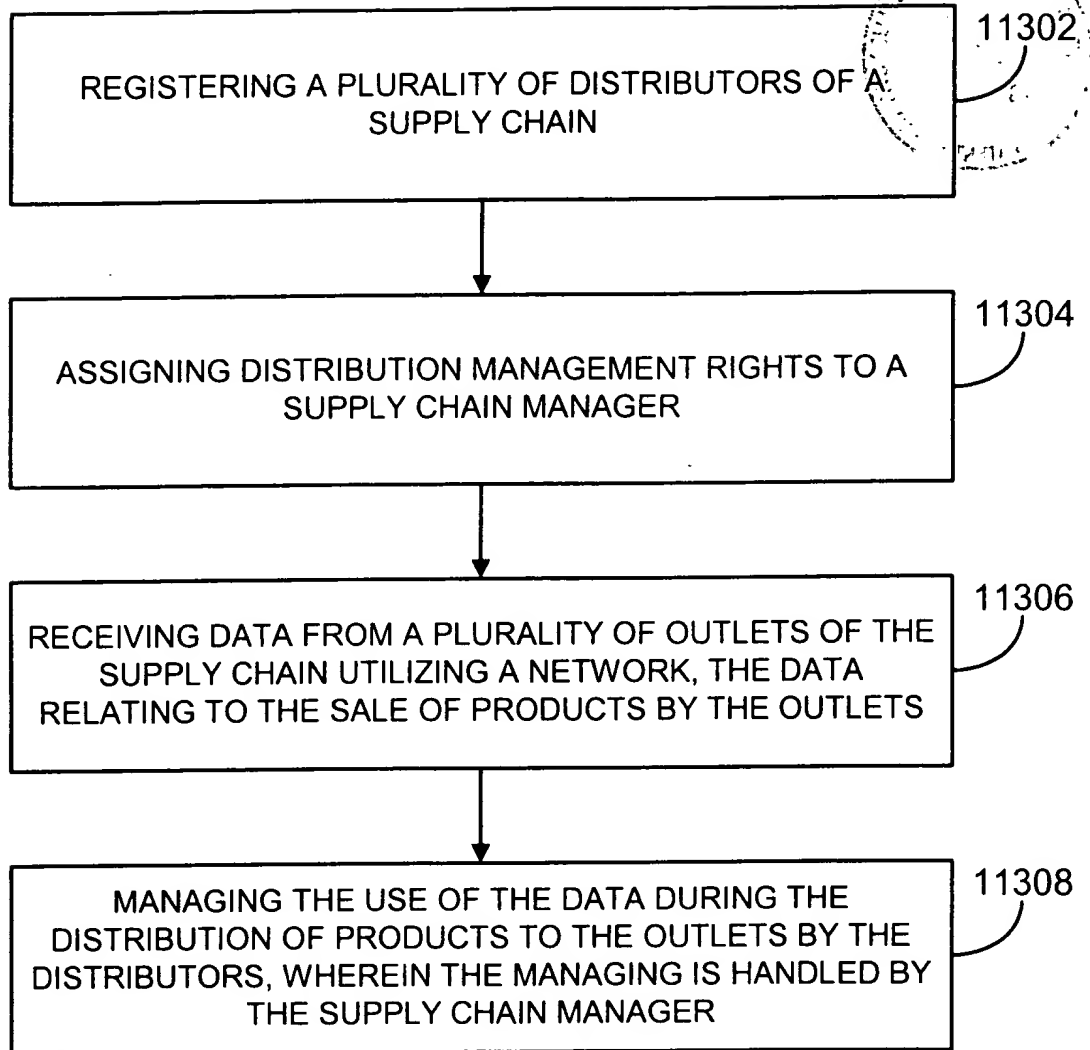


FIG. 113

10916454.06001

11400



REGISTERING A PLURALITY OF DISTRIBUTORS OF A
SUPPLY CHAIN

11402

ORGANIZING AND ASSIGNING, THROUGH A SUPPLY CHAIN
MANAGER, A LOCAL DISTRIBUTION COMMITTEE FOR EACH
DISTRIBUTOR

11404

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF THE
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

11406

TRANSMITTING THE DATA TO EACH OF THE DISTRIBUTORS
VIA THE CORRESPONDING LOCAL DISTRIBUTION
COMMITTEE UTILIZING THE NETWORK

11408

FIG. 114

09816454-060601

11500

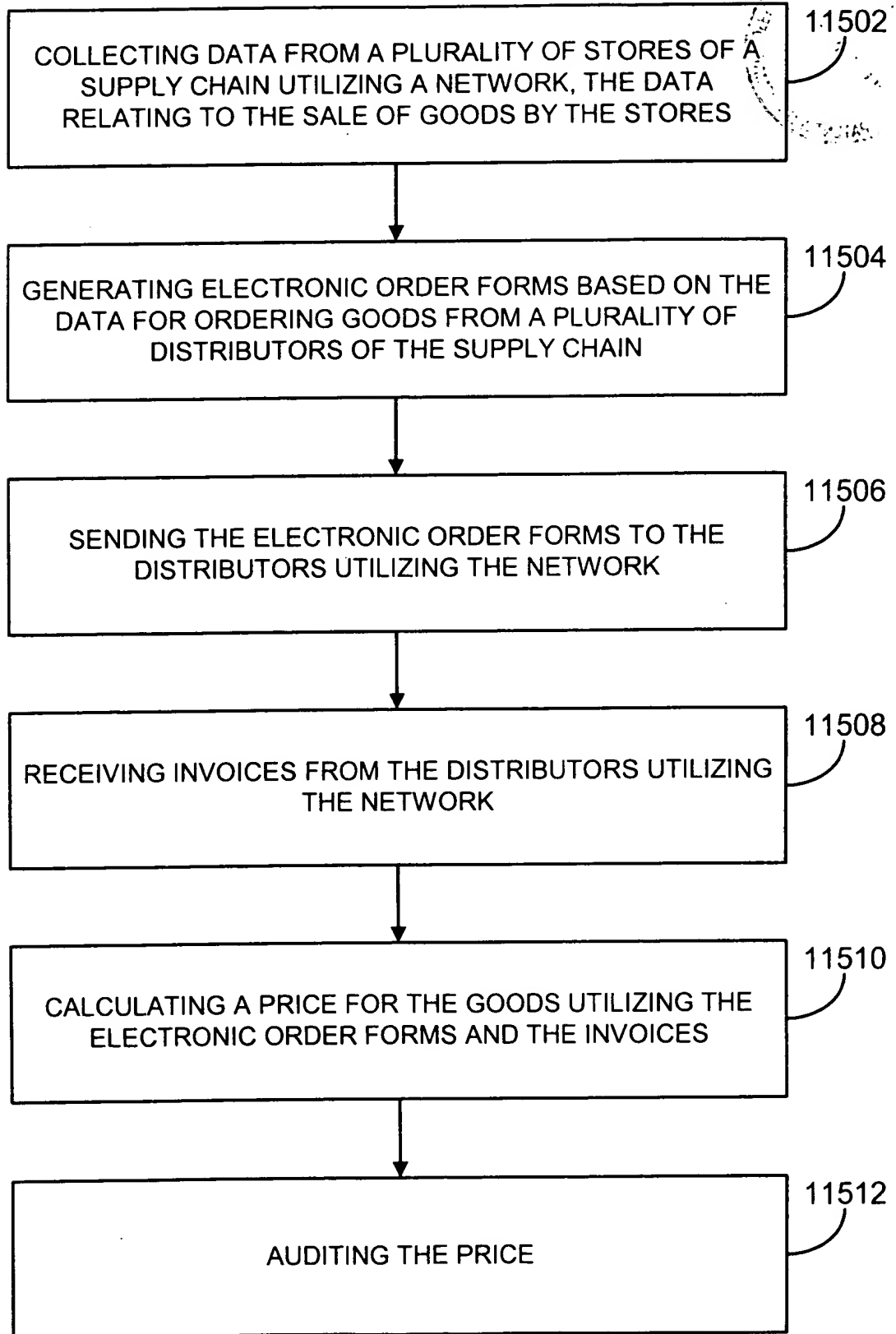


FIG. 115

0916454.060601

11600

COLLECTING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF GOODS BY THE SUPPLY CHAIN PARTICIPANTS

11602

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-BASED INTERFACE

11604

GENERATING ELECTRONIC ORDER FORMS BASED ON THE DATA FOR A SUPPLY CHAIN PARTICIPANT

11606

SENDING THE ELECTRONIC ORDER FORMS TO THE SUPPLY CHAIN PARTICIPANT UTILIZING THE NETWORK

11608

TRACKING A PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11610

AUDITING THE PERFORMANCE OF THE DELIVERY OF THE GOODS BY THE SUPPLY CHAIN PARTICIPANT

11612

FIG. 116

11700



COLLECTING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF GOODS BY THE OUTLETS

11702



ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

11704



PROCESSING THE DATA

11706



SENDING THE PROCESSED DATA TO AT LEAST ONE OF A
SUPPLIER, A DISTRIBUTOR AND THE OUTLETS IN THE
SUPPLY CHAIN UTILIZING ELECTRONIC MAIL TRANSMITTED
OVER THE NETWORK

11708

FIG. 117

09816454-060601

11800

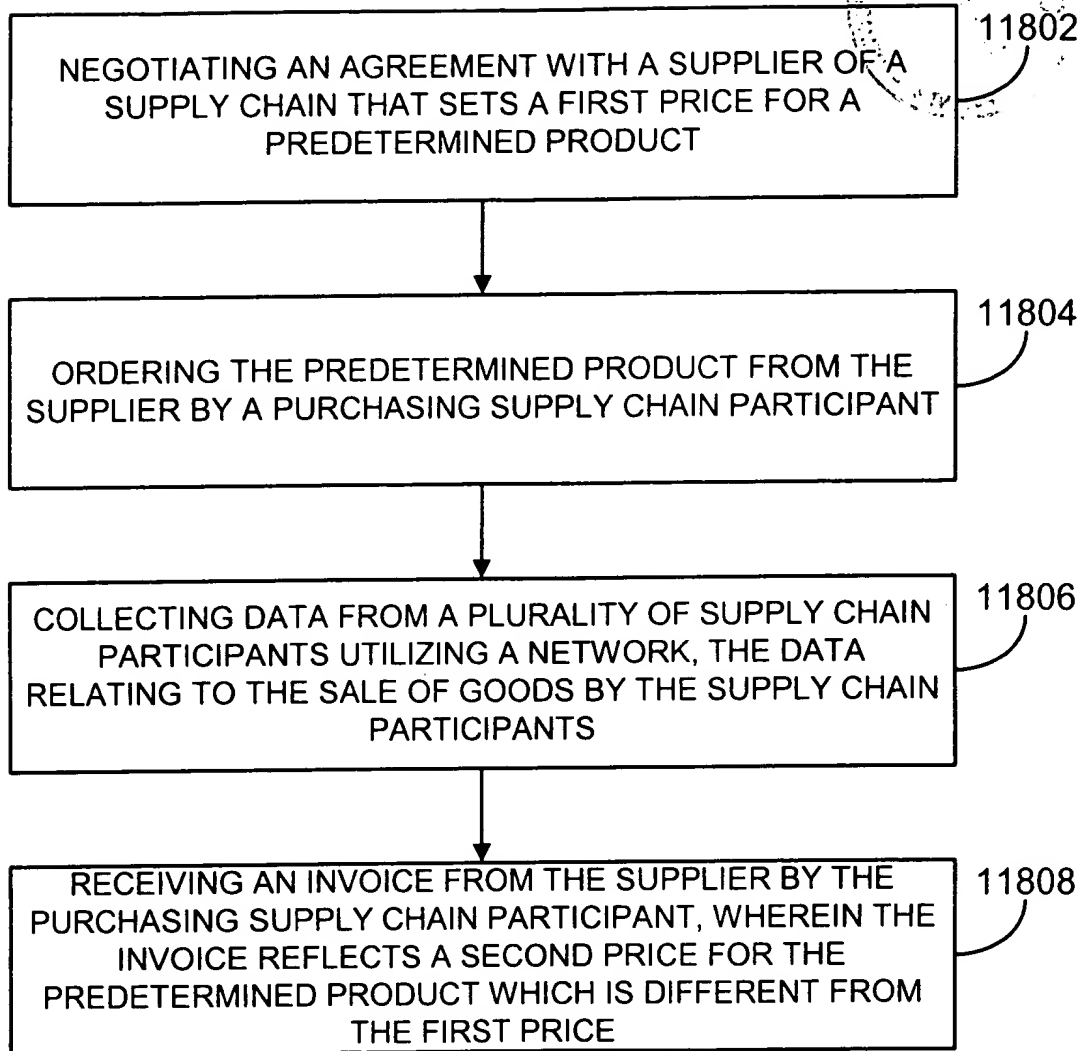


FIG. 118

FIG. 118

11900

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

11902

DETERMINING A MAXIMUM ACCEPTABLE AMOUNT OF LOSS

11904

TRANSLATING THE MAXIMUM ACCEPTABLE AMOUNT OF
LOSS TO ACCEPTABLE ORDERING STANDARDS

11906

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA AND THE ACCEPTABLE ORDERING STANDARDS
FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF THE
SUPPLY CHAIN

11908

FIG. 119

09316454.060601

12000

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO AN AMOUNT OF PRODUCTS SOLD BY THE
OUTLETS

12002

GENERATING ELECTRONIC ORDER FORMS BASED ON THE
DATA FOR ORDERING PRODUCTS FROM A DISTRIBUTOR OF
THE SUPPLY CHAIN, WHEREIN THE ELECTRONIC ORDER
FORMS INDICATE AN AMOUNT OF THE PRODUCTS
ORDERED BY EACH OUTLET

12004

TRACKING AN AMOUNT AND A LOCATION OF THE
PRODUCTS UTILIZING THE DATA AND THE FORMS

12006

FIG. 120

09316454.060601

12100

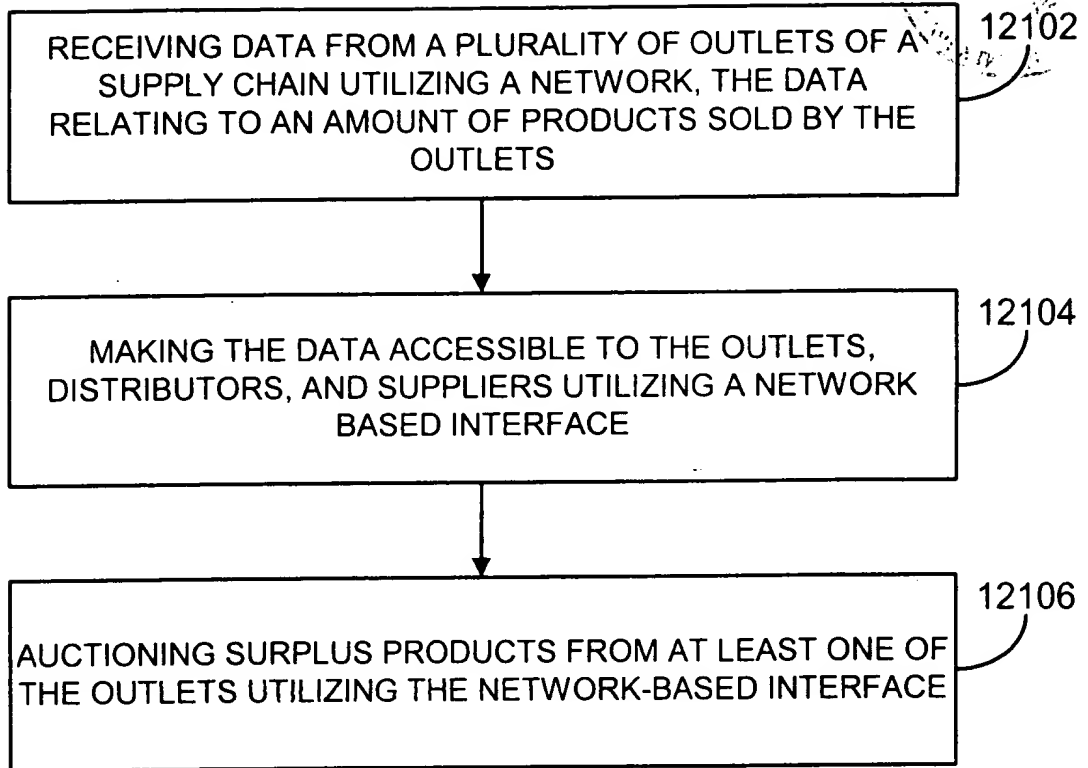


FIG. 121

09816454.060601

12200



RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12202



GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12204



PROVIDING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE EQUIPPED TO HANDLE SECURE
SOCKETS LAYER (SSL) PROTOCOL

12206

FIG. 122

09816454-060601

12300

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12302

GENERATING AN ELECTRONIC ORDER FORM BASED ON
THE DATA FOR ORDERING PRODUCTS FROM A
DISTRIBUTOR OF THE SUPPLY CHAIN

12304

ALLOWING ACCESS TO THE DATA UTILIZING A NETWORK-
BASED INTERFACE

12306

FIG. 123

09816454-060601

12400

RECEIVING DATA FROM A PLURALITY OF OUTLETS OF A
SUPPLY CHAIN UTILIZING A NETWORK, THE DATA
RELATING TO THE SALE OF PRODUCTS BY THE OUTLETS

12402

GENERATING A CALENDAR OF EVENTS

12404

ALLOWING ACCESS TO THE CALENDAR OF EVENTS
UTILIZING A NETWORK-BASED INTERFACE

12406

FIG. 124

09816454-060601

09816454-060601

12500

12502

Supply	Patronage	Sales/Inv	Utilities	Window
Supplier				
Supplier Site				
Distributor				
DC				
Item	Items ...			

FIG. 125

12600

12602

Sort	Print	New
------	-------	-----

FIG. 126

12700

12702

Item Desc:			
Item Number:	Status Code:	Active	
Product Cat Code:	Item Rank:		

FIG. 127

FO9090"4549T860

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128



09816454.060601

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130



13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active	Rail Sidings:

FIG. 132

109090-45491860

13300



DEFINING A PLURALITY OF ITEMS UTILIZING A GRAPHICAL
USER INTERFACE

13302

SELECTING A SUPPLIER SITE FROM A SET UTILIZING THE
GRAPHICAL USER INTERFACE, THE SET OF SUPPLIER
SITES BEING DETERMINED BASED ON THE DEFINITION OF
THE ITEMS

13304

DETERMINING A DISTRIBUTION CENTER UTILIZING THE
GRAPHICAL USER INTERFACE, THE DISTRIBUTION CENTER
BEING DESIGNATED TO INTERFACE WITH THE SUPPLIER
SITE FOR DISTRIBUTION OF THE ITEMS

13306

FIG. 133

09816454-060601



13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

109816454-030601

09816454.060601
T09090"4549T860

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

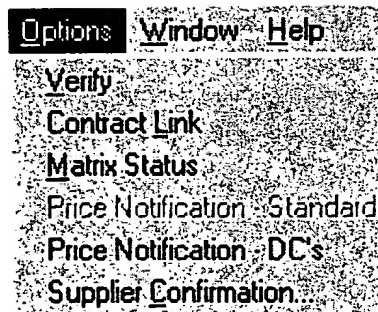


FIG. 141

14300

Cost	Edit / View	F3
Commodities	New (using previous matrix)	F4
Vendor Rating	New (build matrix)	F5
Contact Management	Multi Item Price Notification ...	

FIG. 143

14400

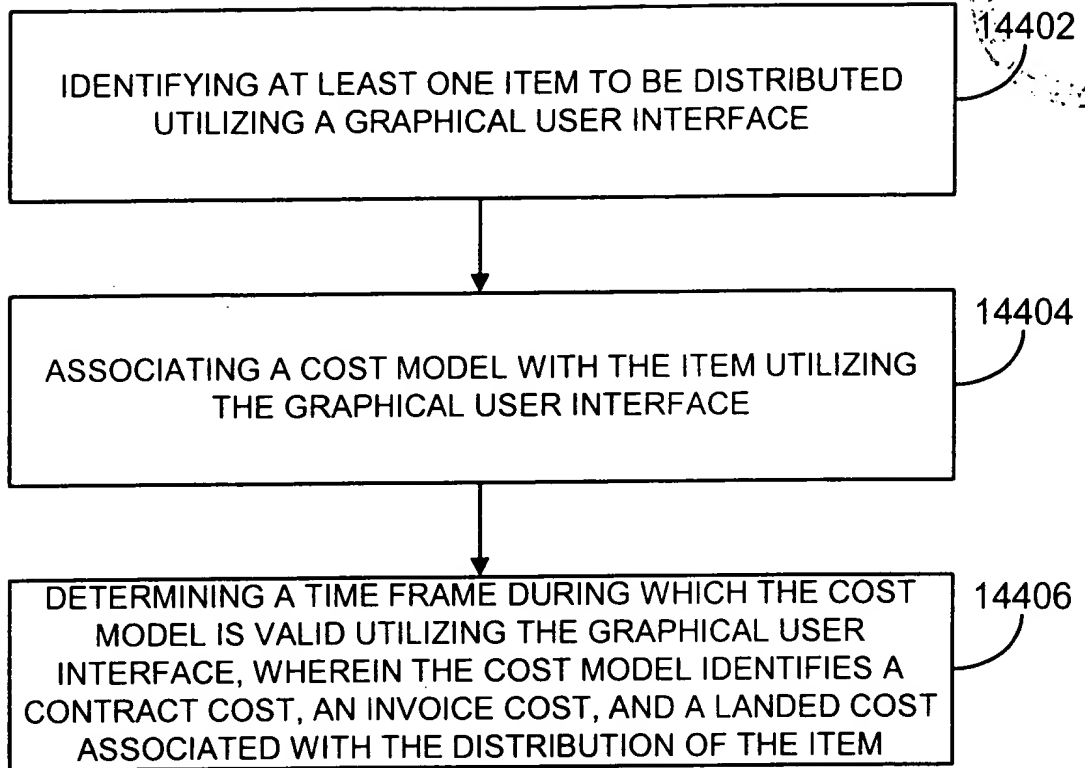


FIG. 144

FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS

Initial Buyer Name: Jamie Hersch

Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms: Net 10

FIG. 147

14800



FIG. 148

14900



FIG. 149

15000



FIG. 150

09816454-060601

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER 4.0 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF WHOPPER JR. 2.8 OZ	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

Options Window Help

New Items

Delete Item

Exhibit A

Exhibits B

Exhibits C

Replacement Exhibit B

FIG. 152

15300


Exhibit C

FIG. 153

09815454-060601

FIG. 154

15400

IDENTIFYING A CONTRACT UTILIZING A GRAPHICAL USER
INTERFACE

15402

ASSOCIATING THE CONTRACT WITH AN ITEM TO BE
DISTRIBUTED UTILIZING THE GRAPHICAL USER INTERFACE

15404

PREVENTING THE ITEM FROM BEING ASSOCIATED WITH
MORE THAN ONE CONTRACT

15406

FIG. 154

09816454-060601

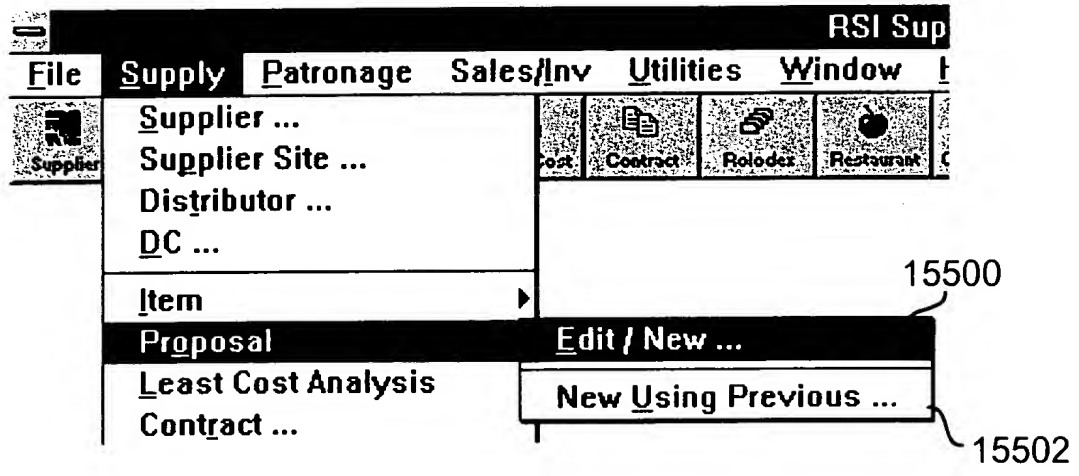


FIG. 155

15600

Proposal - Foam Hot Cups & Polystyrene Lids									
Main Info	Items	Suppliers	DCs						
Proposal Information <div> <div>Proposal ID: 1021</div> <div>Proposal Due Date: 06/12/97</div> </div> <div> <div>Proposal Name: Foam Hot Cups & Polystyrene Lids</div> <div>Contract Begin Date: 07/01/97</div> </div> <div> <div>Buyer Name: Dennis Clabby</div> <div>Contract End Date: 06/30/98</div> </div>									
Actions <table border="1"> <thead> <tr> <th>#</th> <th>Date</th> <th>Action Description</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>05/28/97</td> <td>Sent this bid to Dart and also sent a request for information to WinCup.</td> </tr> </tbody> </table>				#	Date	Action Description	1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.
#	Date	Action Description							
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.							

FIG. 156

09816454.060601

09816454.060601



15700



FIG. 157

15800

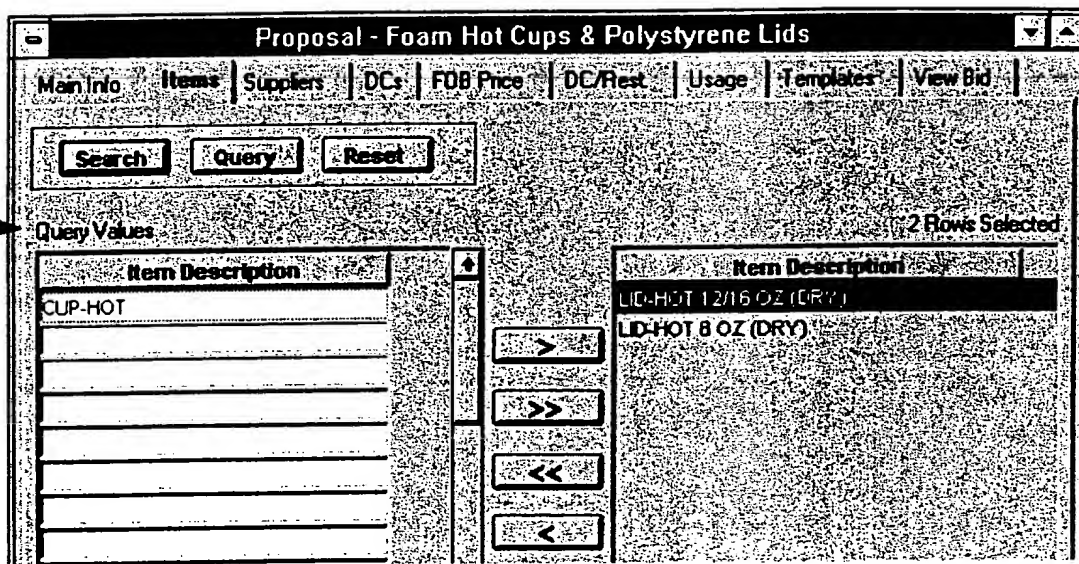


FIG. 158

09316454-060601

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found 5 Rows Selected

Item Description	
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

15904

15906

15908

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LD-HOT 12/16 OZ (DRY)
LD-HOT 8 OZ (DRY)

FIG. 159

16000

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Recreate Bid

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	Mayonaise Components
	(None Selected)
	Generic FOB Pricing
	Mayonaise Components

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

109090-4549T860

16200

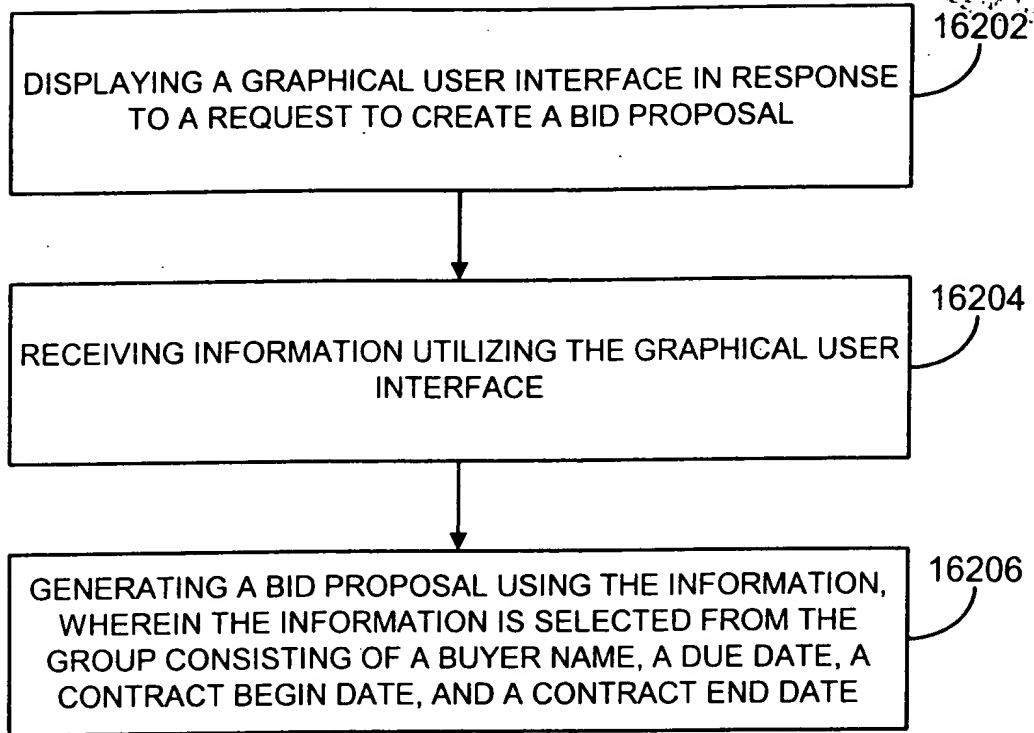


FIG. 162

109090-4543T860



16300



FIG. 163

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter	?	?	Y
General Terms and Conditions	?	?	N
Usage Estimates	?	?	N
Supplier Facility Worksheets	?	?	N
Item Information Worksheets	?	?	N
Sample Supply Agreement	?	?	N
BK Specification Request	?	?	N
FOB Price Component	?	?	Y
Truckload Freight Worksheet	?	?	N
LTL Freight Worksheet	?	?	N

FIG. 164

09816454-060601

16500

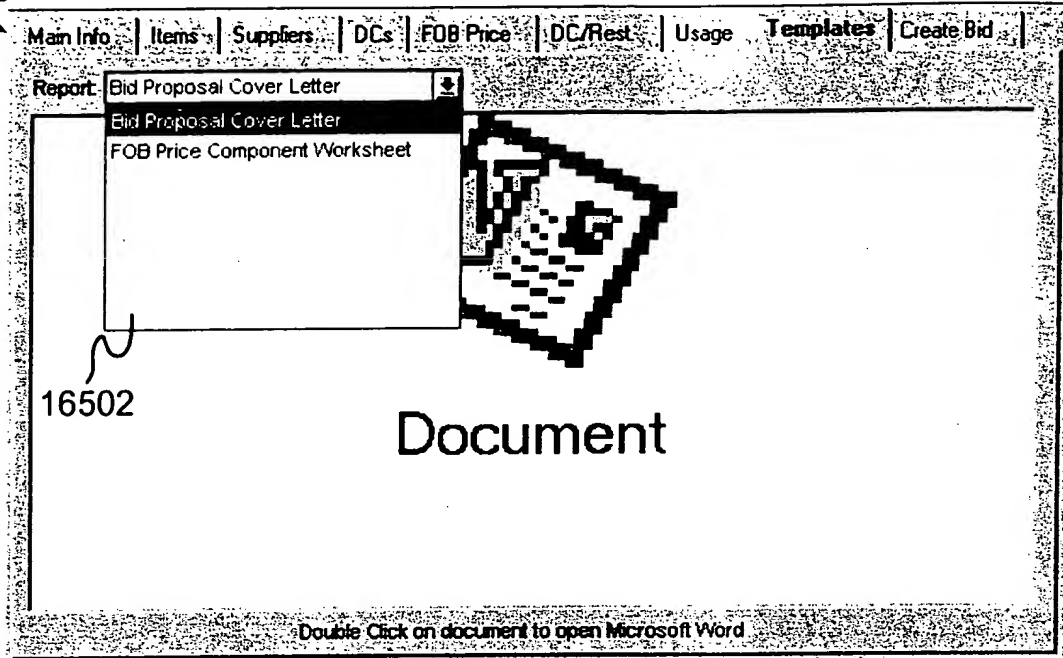


FIG. 165

16600

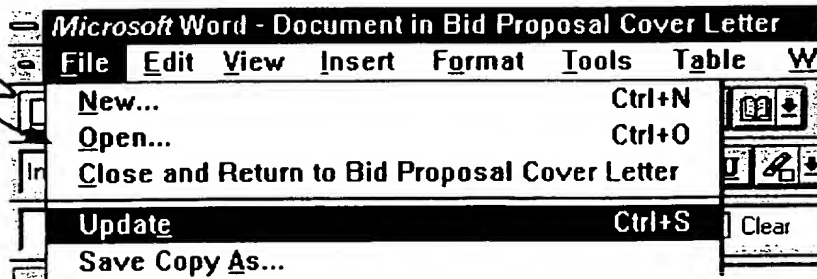


FIG. 166

09816454-060601

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent ☐

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets

Supplier Facility Worksheet <input checked="" type="checkbox"/>
Item Information Worksheet <input checked="" type="checkbox"/>
FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet <input checked="" type="checkbox"/>

FIG. 167

16800

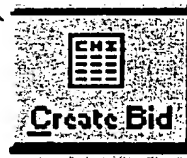


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	Restaurant Services, Inc. Item Information Worksheet ATTY DS
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	
LTL Freight Worksheet	
Sample Supply Agreement	
Supplier Facility Worksheet	

FIG. 169



17000

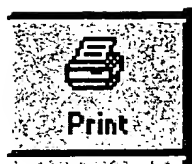


FIG. 170

17100



FIG. 171

09816454.060601

17200

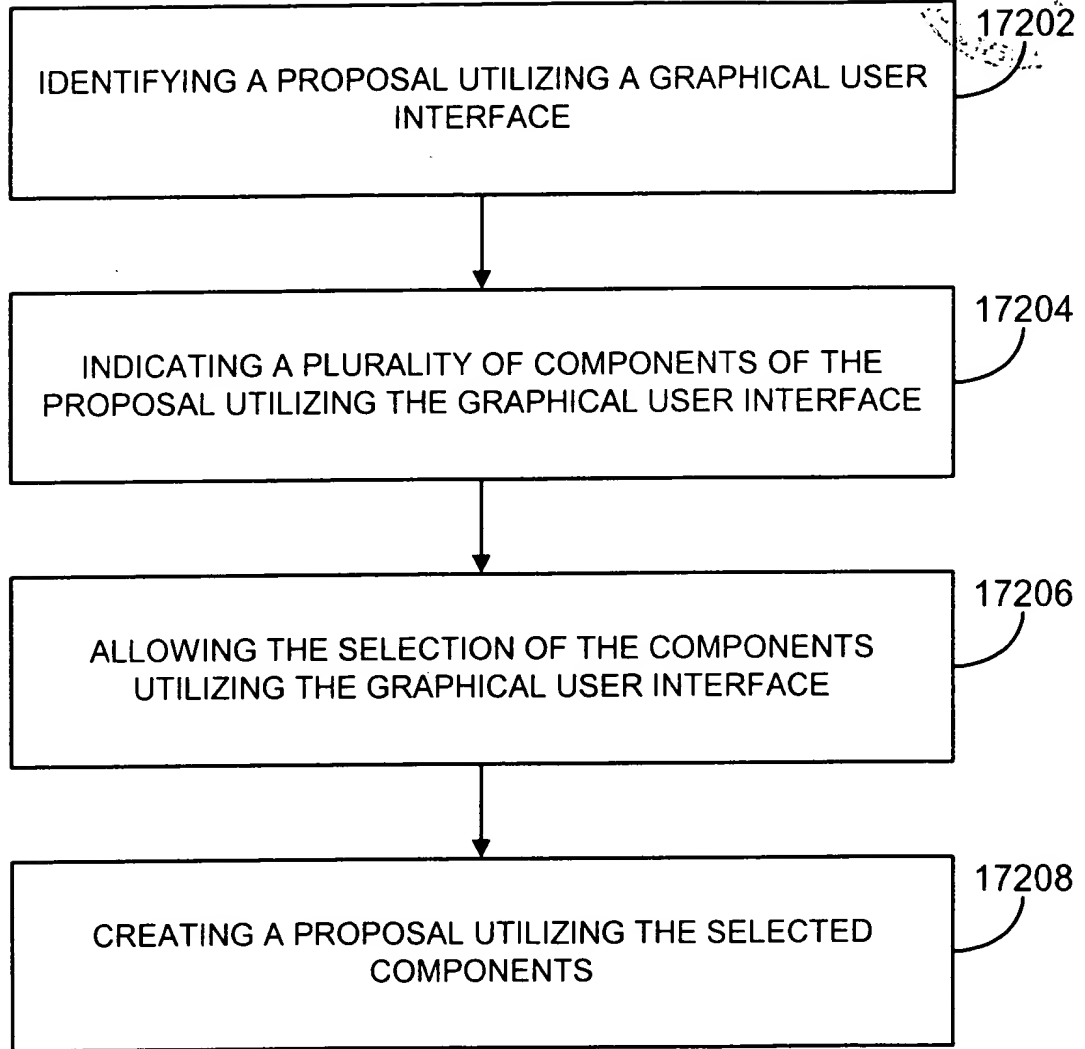


FIG. 172

09816454-060601

17300



FIG. 173

17400

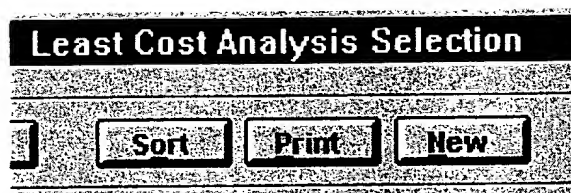


FIG. 174

17500

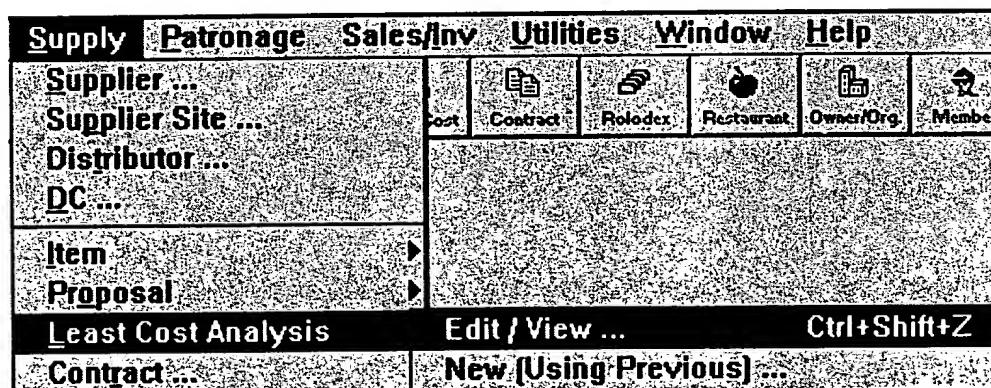
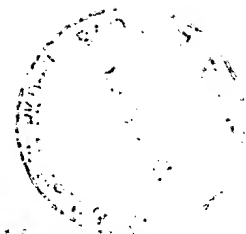


FIG. 175

09816454-060601

Bid Proposal Name:	(None)	
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	



17600



FIG. 176

09816454.060601

17700

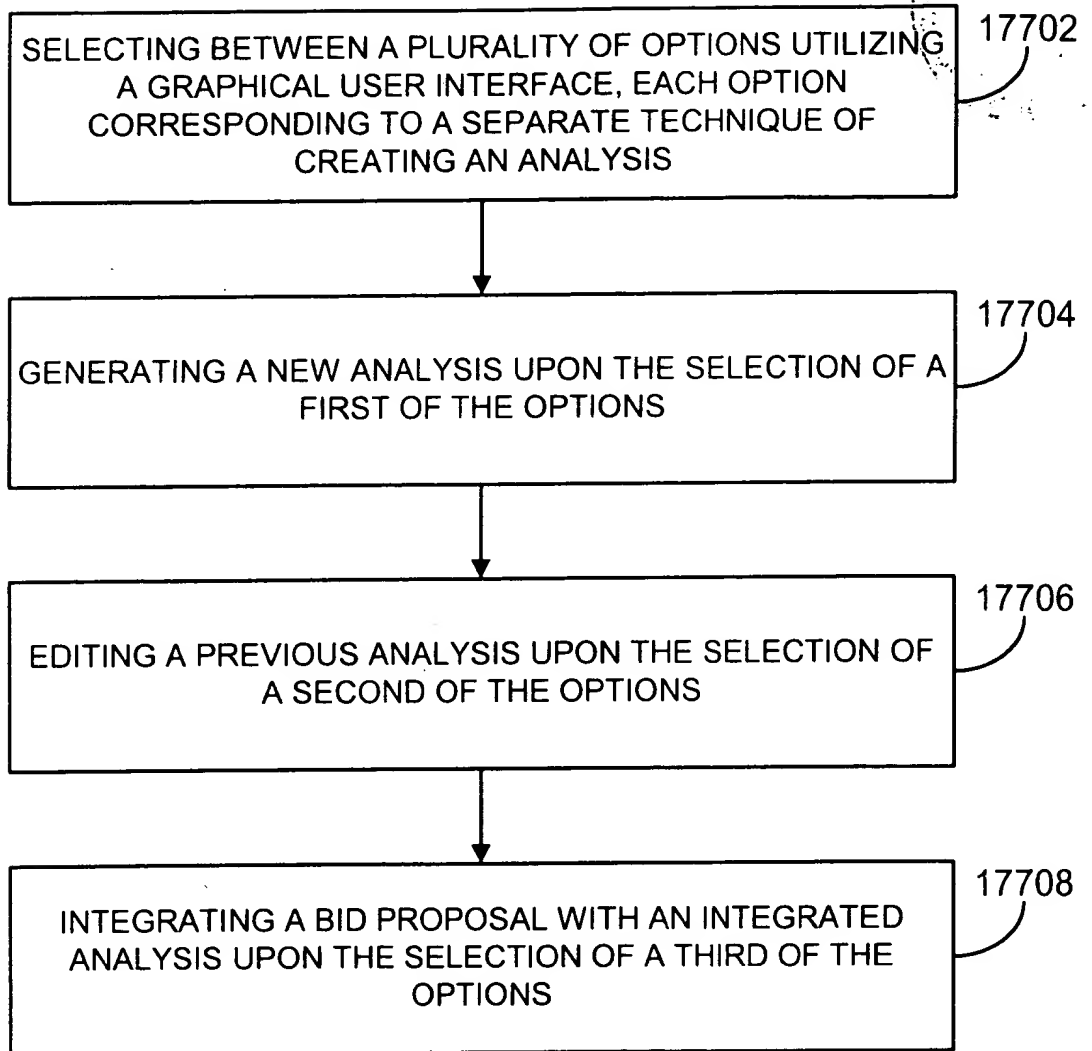


FIG. 177

09816454-060601



17800

Analysis Name: Hash Brown Actual
Analysis ID: 1036
Buyer: Dennis Clabby
Period of Agreement: 10/1/97 THRU 9/30/98
Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000

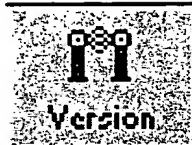


FIG. 180

18100

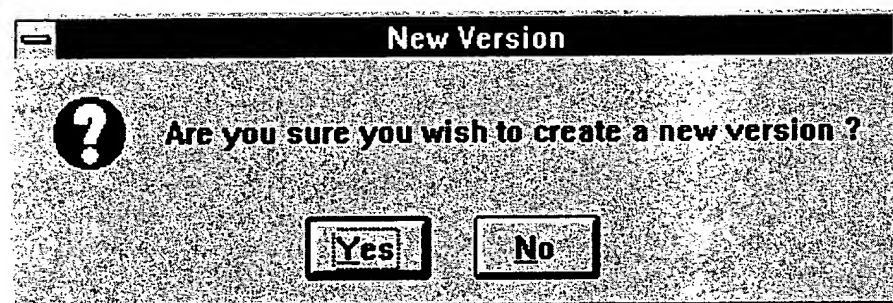


FIG. 181

09816454-060601

18200

MAINTAINING A PLURALITY OF SEPARATE VERSIONS OF AN ANALYSIS IN A DATABASE

18202

RECEIVING A REQUEST FOR AN ADDITIONAL VERSION OF THE ANALYSIS UTILIZING A GRAPHICAL USER INTERFACE

18204

GENERATING THE ADDITIONAL VERSION OF THE ANALYSIS IN RESPONSE TO THE REQUEST

18206

ALLOWING A PLURALITY OF PARAMETERS OF THE ADDITIONAL VERSION TO BE CHANGED UTILIZING THE GRAPHICAL USER INTERFACE, WHEREIN THE PARAMETERS ARE SELECTED FROM THE GROUP CONSISTING OF A MAXIMUM NUMBER OF SUPPLIER SOURCES, A PRICING METHOD, AND AN INVOICE ADJUSTMENT

18208

FIG. 182

09316454.060601

09816454.060601

18300

Search Query Reset

Query Values

Supplier FOB
DOP

>

>>

7 Rows Selected

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

09816454-060601

18500

DISPLAYING A GRAPHICAL USER INTERFACE INDICATING A PLURALITY OF ITEMS

18502

ALLOWING THE SELECTION OF ONE OF THE ITEMS
UTILIZING THE GRAPHICAL USER INTERFACE

18504

DEPICTING A SUPPLIER ASSOCIATED WITH THE ITEM IN
RESPONSE TO THE SELECTION

18506

ALLOWING A PLURALITY OF PARAMETERS OF THE
SUPPLIER TO BE CHANGED UTILIZING THE GRAPHICAL
USER INTERFACE

18508

FIG. 185

09816454.060601

09816454.060601

18600

Item Description		Supplier FOB	
CUP-COLD 16 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 22 OZ		DOPACO-DOWNINGTOWN, PA	
CUP-COLD 32 OZ		DOPACO-DOWNINGTOWN, PA	

Supplier Item Desc:	16 OZ COLD CUP	Item No:	CP2942
Items per Case:		Tie Qty:	5
Innerpack Contents:	1200	High Qty:	5
Item Size:		Cases Per Pallet:	25
Item Shelf Life:		Stacking Allowed:	<input checked="" type="radio"/> Yes <input type="radio"/> No
Case Length:	22.125	Mandatory Case Cube:	3.43 CUBIC FEET
Case Width:	15.125	Cases Per Truckload:	769
Case Depth:	17.75	Gross Weight:	29.28 POUND(S)
Case U/M:	INCH(S)	Net Weight:	27.28 POUND(S)

FIG. 186

18700



FIG. 187

18800

ENTERING A QUERY IN A SEARCH FIELD OF A GRAPHICAL
USER INTERFACE FOR SEARCHING FOR A PLURALITY OF
SUPPLY CHAIN COMPONENTS

18802

LISTING RESULTS OF THE SEARCH IN A RESULTS FIELD OF
THE GRAPHICAL USER INTERFACE

18804

SELECTING THE RESULTS FROM THE RESULTS FIELD FOR
INCLUSION IN A SUPPLY CHAIN ANALYSIS

18806

FIG. 188

09816454-060601

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
CAVENDISH FARMS	↓ Pallet ↓	↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
J.R. SIMPLOT COMPANY	↓ Pallet ↓	↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC.	↓ Pallet ↓	↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
LAMB-WESTON, INC. PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. RICHLAND, WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No
LAMB-WESTON, INC. AMERICAN FALLS, ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include
MCCAIN FOODS	↓ Pallet ↓	↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
NESTLE FOOD COMPANY	↓ Pallet ↓	↓			<input checked="" type="radio"/> Yes <input type="radio"/> No
ORE-IDA FOODS	↓ Pallet ↓	↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No
Supplier FOB			Minimum	Maximum	Include
MCCAIN FOODS, LTD. PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, LTD. PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No
MCCAIN FOODS, INC. OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No

FIG. 190

09816454-060601

19100



DISPLAYING A PLURALITY OF SUPPLIER SITES UTILIZING A
GRAPHICAL USER INTERFACE

19102



DETERMINING A MINIMUM VALUE AND A MAXIMUM VALUE
OF CAPACITY LEVELS ASSOCIATED WITH THE SUPPLIER
SITES UTILIZING THE GRAPHICAL USER INTERFACE

19104



CONDITIONALLY EXCLUDING THE SUPPLIER SITES FROM A
SUPPLY CHAIN ANALYSIS UTILIZING THE GRAPHICAL USER
INTERFACE

19106

FIG. 191

109090-4549360

109090-4549T860

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY, AL	MAYO-BULK	8.4200	0	
HUDSON INDUSTRIES-TROY, AL	SAUCE-BULK-TARTAR	9.2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

009090" 454 060601

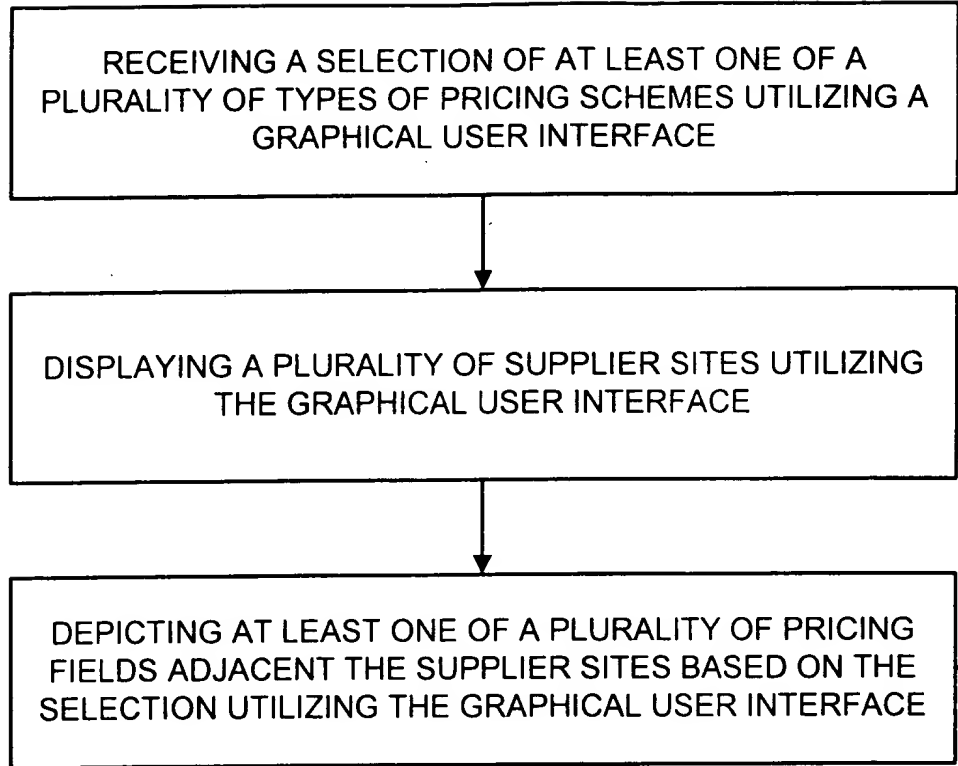
19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC-PASCO, WA	
Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0.3750	0	0
AMERISERVE-PLYMOUTH, MN	0.3850	0	0
AMERISERVE-WALKESHA	0.3670	0	0
FLEMING FOODS-KAPOLEI	0.4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

09816454-060601

19600



19602

19604

19606

FIG. 196

09016454-060601

09816454-060601

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item		Item Growth %		Usage Period		
CHICKEN-PATTY		0.00				
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



DISPLAYING A PLURALITY OF SUPPLY CHAIN
DISTRIBUTORS UTILIZING A GRAPHICAL USER INTERFACE

19902



ALLOWING THE ENTRY OF A GROWTH VALUE UTILIZING
THE GRAPHICAL USER INTERFACE

19904



CALCULATING A PROJECTED PARAMETER AMOUNT
ASSOCIATED WITH THE SUPPLY CHAIN DISTRIBUTORS
BASED ON THE GROWTH VALUE

19906

FIG. 199

09816454-060601

20000

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC -AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction		Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB		Address	
CAVENDISH FARMS	Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC -AMERICAN FALLS ID	American Falls	ID	83211

Distribution Center	Lane Restriction	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200

Invalid Selection

i AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

T09090"4549T860

20300

DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20302

DESIGNATING A LANE RESTRICTION OF EACH OF THE
DISTRIBUTION CENTERS UTILIZING THE GRAPHICAL USER
INTERFACE

20304

CONDITIONALLY INVOLVING THE DISTRIBUTION CENTERS
IN A SUPPLY CHAIN ANALYSIS BASED ON THE
DESIGNATION

20306

FIG. 203

09816454-060601

20400

Supplier FOB		Address		
CAVENDISH FARMS		Dieppe	NB	E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR		Hermiston	OR	99999
LAMB-WESTON, INC-AMERICAN FALLS ID		American Falls	ID	83211
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVEPOST-ALBUQUERQUE	1,617			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE, UT	691			

FIG. 204

20500

Supplier FOB		Address	
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904
TYSON FOODS-GREEN FORREST AR	Green Forest	AR	72638
TYSON FOODS-RUSSELVILLE AR	Russellville	AR	72801

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +
PS-ATLANTA	15,000					1.10	
PS-BURLINGTON	15,000	400.00				1.20	

FIG. 205

T09090"45454"060601

20600

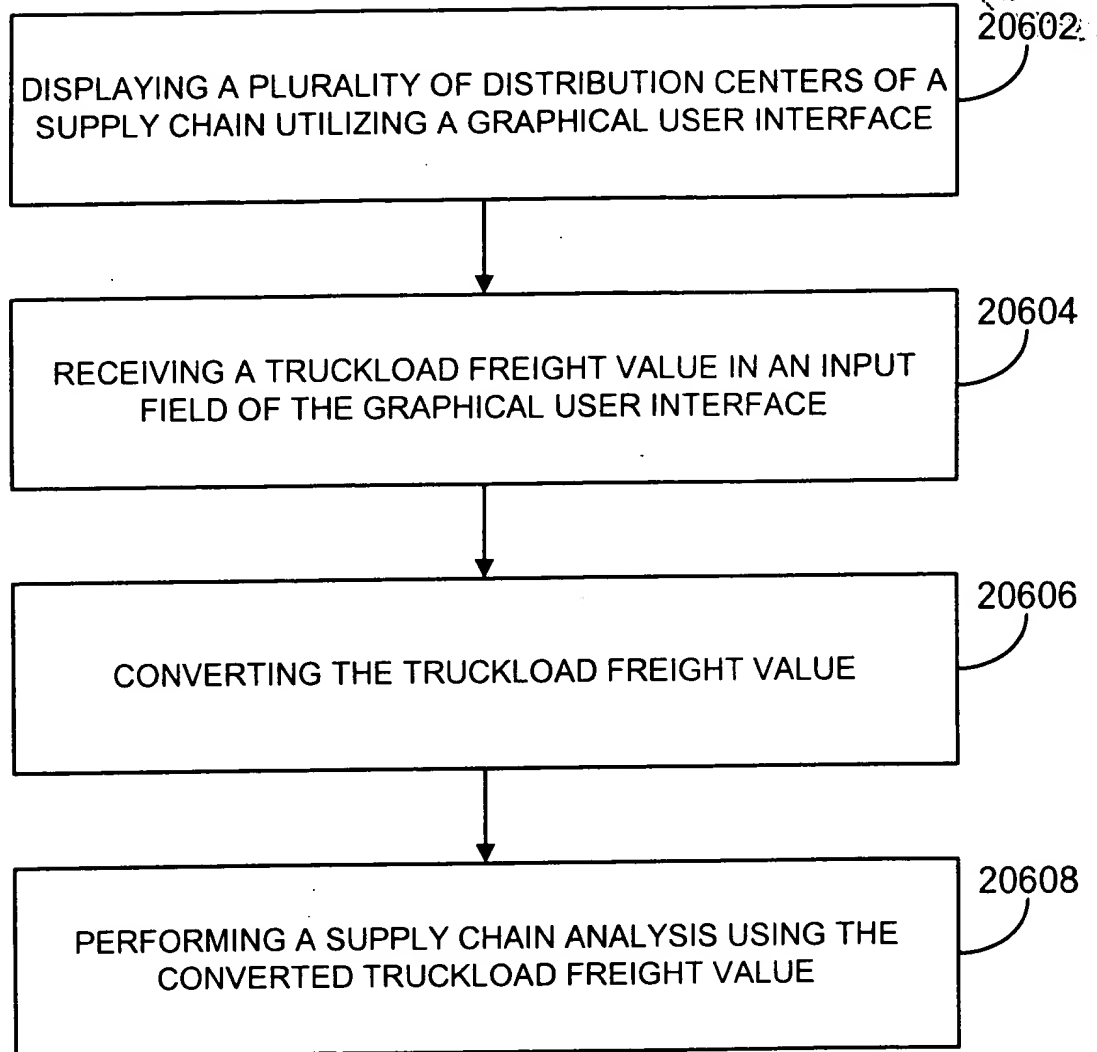


FIG. 206

09816454-060601

09816454-060601

20700



Analysis Region	Force FOB
MCCABE-PORTLAND/RNW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No

Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS NW-ANCHORAGE	Corporate & FOB Point

FIG. 207

20800



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802



IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED
WITH A REGION IN WHICH THE DISTRIBUTION CENTERS
RESIDE

20804

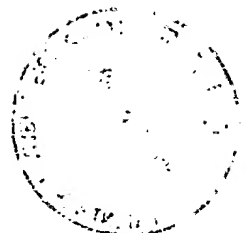


FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN
RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL
USER INTERFACE

20806

FIG. 208

09816454-060601



20900

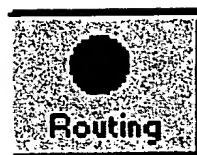


FIG. 209

21000

Report Selection

Report Type:

Report Parameters

Supplier:

Supplier FOB:

Distribution Center:

Version:

Report Name:

Freight Information Provided	+
Freight Information Provided	-
LTL Routing Grid By Lane	
Routing Results By Lane	
Routing Results By Lane, Item	
Routing Results w/ RDC Breakout By Lane	
Routing Results w/ RDC Breakout By Lane, Item	
TL Freight Variance Analysis	

FIG. 210

09816454-060501

21100

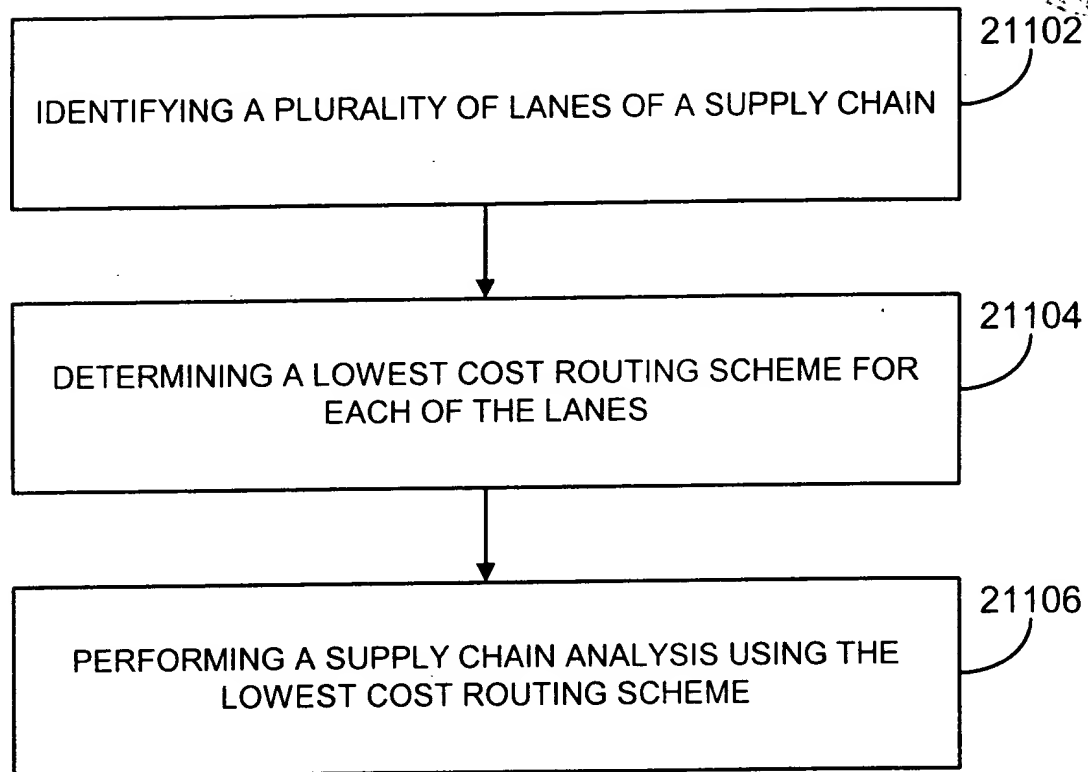


FIG. 211

09816454-060601

21200

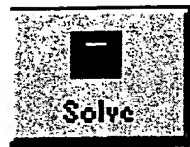


FIG. 212

21300

21302

Report Selection

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

09816454-060601

09816454-060601
T09090-45454860



21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type	Report Name
Comparison Reports	Assigned Volume Percentages (no conversion)


FIG. 216

21700

Report Name
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800



Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

FIG. 218

21900



FIG. 219

109090" 4549FB60

22000



SELECTING A PLURALITY OF SUPPLY CHAIN ANALYSES

22002



LOCATING RESULTS OF THE SELECTED SUPPLY CHAIN ANALYSES

22004



COMPARING THE RESULTS OF THE SUPPLY CHAIN ANALYSES

22006



GENERATING A REPORT ON THE COMPARISON

22008

FIG. 220

09816454.060601

109090-4549T860



22100

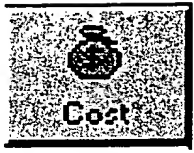


FIG. 221

22200

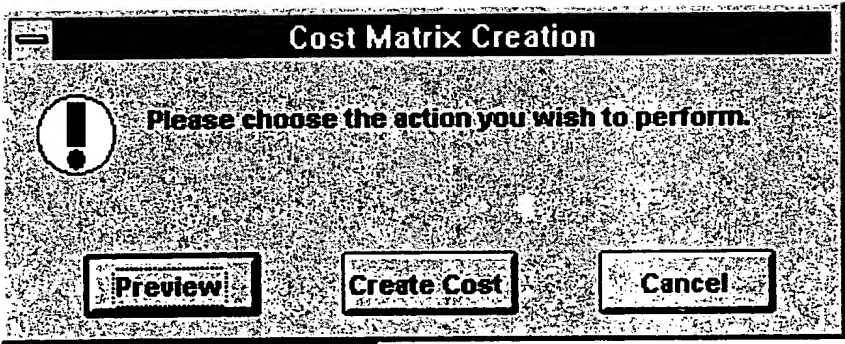


FIG. 222

09816454-060601

Supply Patronage Sales/Inv Utilities Data Options

Supplier	Least Cost	Contract
Supplier Site		
Distributor		
DC		
Item		
Proposal		
Least Cost Analysis		
Formula Pricing	Edit / View	
Contract	New (Using Previous)	
Cost		
Vendor Rating		
Contact Management		
Logistics & Distribution		
Bakery Coverage		

22300

FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

001090004549T860

22500

Formula Pricing - BEEF - 77% - 04/06/98													
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments			
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 77% TRIM	FRSH DOM 75% TRIM	FRSH DOM 68% LEAN	FRSH DOM 65% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRSH DOM 90% LEAN BL	IMP ADJ	Lean Fine Tst	Lean Beef
03/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960	
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400	
03/25/98	0.8800	0.9150	0.8957	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.9200	
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000	
03/27/98	0.8900	0.9200	0.9344	0.9500	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400	
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998	
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000	
04/01/98	0.9700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8840	
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200	
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600	
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9658	0.8760	

FIG. 225

22600

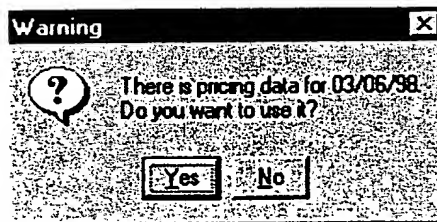


FIG. 226

22700

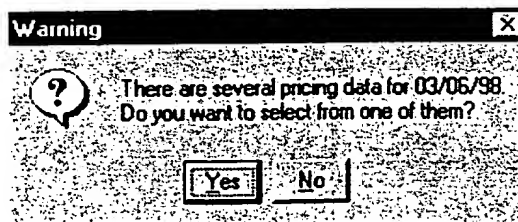


FIG. 227

109816454.060601

22800

Formula Pricing Selection

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																	
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments							
Formula	F065TR		F065TR		F073TC		F086LC		F085LM		F050LC		IMAI39		LFTB		Total
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1	0.3120	0.2971									0.1880	0.2134	0.4000	0.3324	0.1000	0.0911	0.9840
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1000	0.0988	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	✓
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	✓
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	✓
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	✓
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	✓
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	✓
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	✓
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	✓

FIG. 231

T09B16454-060601

09816454-060601

23200

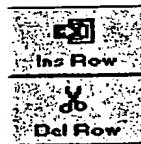
Formula Pricing - BEEF - 77% - 04/06/98

General Info	Pricing	Freight	Formulas	Block Cost	Adjustments
--------------	---------	---------	----------	------------	-------------

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



23300

23302

FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235

Supply Patronage Sales/Inv Utilities Window Help	
Supplier	Least Cost Contract
Supplier Site	
Distributor	
DC	
Item	
Proposal	
Least Cost Analysis	
Formula Pricing	Edit / View
Contract	New (Using Previous)
Cost	Formula Maintenance
Vendor Rating	
Contact Management	
Logistics & Distribution	
Bakery Coverage	

23600

FIG. 236

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